

THE NATIONAL PROVISIONER

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WEAK ATTACK ON MEAT INSPECTION

Alleged Evidence Does Not Impress Committee

Charges against the United States meat inspection service preferred by Congressman Nelson of Wisconsin were investigated by the House Committee on Expenditures in the Agricultural Department in a preliminary hearing lasting for more than a week, and concluding on Thursday. The committee was to hold a meeting later to go over the evidence submitted, and to decide whether an extended investigation was justified.

The committee did not appear to be impressed by the evidence submitted, nor by the character or attitude of the witnesses who appeared. These witnesses consisted of a woman agitator who failed to produce any legal evidence whatever when she got on the stand, though she talked for several days at a stretch, and two former employees of the inspection service, one of whom was said to have been discharged for borrowing money from packers to whose establishments he was assigned, and the other who left the service because of his extreme theories and his general insubordinate conduct.

The sensational newspapers made as much as possible of the so-called "evidence" of these witnesses, besides printing columns more of equally wild charges furnished by the notoriety-seeking congressman who stands sponsor for the charges. The reputable section of the daily press either paid little attention to the charges, or analyzed them as the efforts of mere scandal-mongers and trouble-makers.

It was reported that aside from the mere desire of the parties interested to attain notoriety, there was also a deeper-laid plan to create and foment a scandal which would result in removing the meat inspection system from the Department of Agriculture and placing it under the jurisdiction of a proposed National Department of Health, along with the pure food law enforcement. The backers of Dr. Wiley and his present employers were said to be behind this scheme, and desirous of making him head of the new department.

Character of the Testimony.

The testimony put before the House Committee on its preliminary investigation was little short of farcical. The first witness was Rev. Caroline Bartlett Crane, the woman agitator. She occupied the stand for several days, but all she could show was her own unsupported statements of belief that things

were wrong in the meat inspection service. Her attempts to involve packers and inspection officials in collusion to nullify the law amounted to nothing more than to expose her amusing ignorance of conditions. She contradicted herself on the stand and had to correct her testimony in several instances.

The second witness was a former inspector named Burroughs, who had worked at Philadelphia and Cumberland, Md., and who was said to have been discharged from the service for borrowing money from establishments he was detailed to inspect. He told of conditions in Philadelphia before the present inspection service was perfected, and which do not exist now. He also told of the use of Potomac River water for washing purposes in a Cumberland establishment, and seemed to think that was a heinous crime.

The third witness was an ex-inspector named Laddy, who had worked in New York and Newark, and who turned out to be an extreme faddist in his notions of inspection and sanitation. He also showed that he had not intended working in harmony with his superiors from the beginning of his service, but had constituted himself a volunteer detective to try to "get something" on somebody during the entire time of his duty as an inspector. His attitude was so plainly manifest on the stand that it went a long way toward discrediting the "horror stories" he told of alleged conditions in plants where he was stationed.

In connection with the sensational newspaper talk concerning the passing of meat from animals slightly affected with disease, which has been one of the chief charges in the present attempt to malign the Federal meat inspection service, the inspection authorities have taken the trouble to explain this matter to the public.

Meat Inspection and Tuberculosis.

The government meat inspection service has been criticised for passing for food purposes the meat of animals that are slightly affected with localized tuberculosis. It is sometimes charged that diseased meat is passed for food.

"The only foundation for such statements," says Dr. Melvin, Chief of the Bureau of Animal Industry, "is that the healthy and wholesome meat of an animal affected slightly and locally with some disease is passed, after the affected portion has been removed and

condemned. The meat or flesh may not be affected in any particular, the disease being usually confined to certain glands or organs. The diseased portion is condemned; only the healthy portion is passed for food.

"This procedure is justified and sustained by the highest scientific authorities not only in the United States, but in all countries having an efficient meat inspection. Objections to it usually come from those who have not made a study of comparative pathology and who are not qualified to pass upon the questions involved, and sometimes they come from those who oppose the use of meat at all as food and who wish to discredit it in every possible way."

Dr. Melvin continues:

"The idea of eating the meat of a slightly diseased animal may be repulsive to some, but a little consideration should readily convince a reasonable person that there is no valid reason for condemning and wasting perfectly wholesome meat simply because there happens to be somewhere in the animal a gland or an organ showing a lesion, or a parasitic nodule, or some slight, local condition which does not extend to or affect in any way the remainder of the carcass. The argument that all the meat of an animal affected to even the slightest degree with any disease should be totally and utterly condemned, if carried to the extreme and to its logical end, would result in the condemnation of practically every animal slaughtered and the abolition of meat as food.

"With the increasing cost of the necessities of life it becomes more important that wholesome food should not be recklessly and needlessly destroyed, and it is the duty of this department not only to protect the people against unwholesome meat, but to conserve the food supply. The only sensible course in meat inspection is to determine at just what stage a disease or abnormal condition becomes noxious, and where to draw the line between what should be condemned and what should be passed, always giving to the consumer the benefit of any doubt."

How the Consumer is Safeguarded.

As showing that the department does properly safeguard the consumer, Dr. Melvin refers to the report of a commission of eminent scientists outside the Department of Agriculture who were appointed in 1907 to consider and make recommendations with regard to certain features of the meat inspection, and who said on this point:

"The commission would invite attention to a very widespread misconception as to the

significance of the word 'diseased' in connection with meat inspection. To the popular mind the idea of eating 'diseased' animals is abhorrent. From the standpoint of meat inspection, however, the term 'diseased' must be used in a sense not entirely in harmony with the popular conception of this word.

"The commission could easily undertake to show that not any single animal used for food in any part of the world would, upon microscopic study, be shown to be absolutely free from all infection or lesion if said animal were presented to it for examination. . . . There may be a strictly localized tuberculosis, consisting, for instance, of an isolated tuberculous nodule in the lungs, in the liver, or in some other portion of the body. Such nodule would make the particular point infected 'diseased' from the standpoint of meat inspection; in the opinion of some members of the laity, such nodule would also make the entire meat of the animal 'diseased' and call for the condemnation of the entire carcass; from the standpoint of meat inspection, the carcass in general would not be 'diseased,' and there would be no justification in condemning it.

"The veterinary inspector, in judging whether a carcass is 'diseased,' must do so upon the general principles of pathology in its relation to the public health, and not upon any preconceived, exaggerated, or sentimental idea.

"The commission would suggest that the co-operation of the public is most valuable in aiding in the suppression of frauds in the meat trade, but that it would be well for the public to have confidence in the ability of the veterinary inspectors to pass judgment upon the purely technical side of the questions involved, since such judgment can be of value only when expressed by persons especially trained for this purpose.

Precautions Taken by the Department.

"Illustrative of the precautions taken by the Department of Agriculture to safeguard the public health, it is the opinion of the commission that the Bureau of Animal Industry, acting under the existing regulations, would necessarily condemn certain meats which would be allowed, either with or without restrictions, according to circumstances, upon the markets of Germany, France, England and other countries."

Dr. Melvin states that under the Federal inspection it is only when the disease is slight and localized or circumscribed that the unaffected portions of the carcass are passed for food. Whenever the disease is generalized or disseminated throughout the system, or is of such character or extent as to affect the wholesomeness of the meat, the entire carcass is condemned—and the consumer is given the benefit of every doubt.

Careful experiments carried out by the bureau and by scientists elsewhere have shown that the germs of tuberculosis are not carried in the blood circulation and distributed throughout the system until the disease has reached a very advanced stage. It is therefore considered perfectly safe, when the infection is clearly limited to a certain gland or group of glands or any organ, to remove these parts and pass the healthy parts which have not become affected in any way by the disease.

Watch page 48 for a good job.

EXPORTS OF MEAT PRODUCTS.

Preliminary reports of exports of meat and dairy products from the United States for the month of April, 1912, as made by the Bureau of Statistics of the Department of Commerce and Labor, show a decrease in total value of these exports of a million and a third dollars as compared to April a year ago. There is a loss of 2½ million pounds in fresh beef shipments, half a million pounds in cured beef, 10 million pounds of lard, nearly 8 million pounds of oleo oil, nearly a million pounds in neutral lard, etc. Gains are shown in shipments of bacon, nearly 2 million pounds; hams and shoulders, 4 million pounds, and tallow, a quarter of a million pounds. Total value of exports for the month was \$10,971,397, compared to \$12,320,600 a year ago.

For the ten months since last July the total value of meat and dairy products exports was 12 million dollars in excess of the similar period a year ago, being estimated at \$112,874,653, compared to \$100,064,840 for a like time a year ago. The chief gains were in lard, 81 million pounds more; bacon, 61 million pounds; hams and shoulders, 47 million pounds; neutral lard, 30 million pounds; tallow, 20 million pounds; oleo oil, 11 million pounds; pork, 6 million pounds more. Losses were shown in fresh beef, 20 million pounds less, and also in cured and canned beef.

A summary of the preliminary figures for cattle and meat products for April, with comparisons, is as follows:

	April, 1911.	April, 1912.
Cattle, No.	12,396	4,002
Beef, fresh, pounds.....	\$1,085,229	\$385,295
Beef, pickled, etc., pounds.....	3,384,390	791,733
Bacon, pounds.....	\$340,349	\$82,776
Hams and shoulders, pounds.....	\$3,024,041	\$1,292,329
Pork, pounds.....	\$290,374	\$246,906
Lard, pounds.....	16,066,957	17,829,458
Oleo oil, pounds.....	\$1,993,067	\$2,105,395
Neutral lard, pounds.....	13,096,915	17,442,013
Tallow, pounds.....	\$1,623,863	\$2,114,328
Pork, pickled, etc., pounds.....	3,685,761	3,874,280
Lard, pounds.....	\$362,060	\$377,799
Oleo oil, pounds.....	46,532,977	36,798,026
Tallow, pounds.....	\$1,546,735	\$3,718,288
Neutral lard, pounds.....	2,933,633	2,785,332
Oleo oil, pounds.....	\$186,285	\$169,474
Neutral lard, pounds.....	19,968,130	12,232,662
Oleo oil, pounds.....	\$1,794,355	\$1,392,631
Neutral lard, pounds.....	4,881,926	4,082,676
Neutral lard, pounds.....	\$493,297	\$439,219

Figures for the ten months, with comparisons, are as follows:

	Ten mos., 1911.	Ten mos., 1912.
Cattle, No.	94,803	87,641
Beef, fresh, pounds.....	\$8,854,114	\$8,009,501
Beef, pickled, etc., pounds.....	34,312,924	14,184,954
Bacon, pounds.....	\$3,668,054	\$1,466,833
Hams and shoulders, pounds.....	\$1,889,669	\$1,771,801
Pork, pounds.....	\$2,864,053	\$2,284,904
Lard, pounds.....	117,309,611	178,752,084
Oleo oil, pounds.....	\$16,440,255	\$21,292,431
Neutral lard, pounds.....	\$15,809,996	\$16,435,461
Tallow, pounds.....	\$15,672,604	\$19,765,915
Pork, pickled, etc., pounds.....	31,717,985	37,803,365
Lard, pounds.....	\$3,489,931	\$3,466,960
Oleo oil, pounds.....	356,687,148	437,192,219
Tallow, pounds.....	\$41,028,514	\$42,316,978
Neutral lard, pounds.....	13,982,397	39,045,026
Oleo oil, pounds.....	\$950,945	\$1,995,500
Neutral lard, pounds.....	97,869,794	108,782,568
Oleo oil, pounds.....	\$9,984,553	\$11,353,508
Neutral lard, pounds.....	25,093,433	54,430,421
Neutral lard, pounds.....	\$2,903,514	\$5,775,638

PRODUCE EXCHANGE ANNIVERSARY BANQUET.

The New York Produce Exchange, on Wednesday night of this week, celebrated the fiftieth anniversary of the granting of its charter by an elaborate banquet, given in the grand ball room of the Hotel Astor. There were present about six hundred members of the Exchange, and guests, and the occasion was graced by the presence of many ladies in the boxes.

The souvenir of the banquet was a handsomely engraved menu booklet, with photographs illustrating the scenic changes in and around Bowling Green during the last fifty years.

The toastmaster of the evening was President Carhart of the Exchange, who presided with his usual dignity and grace, and delivered a speech of welcome, in which he happily brought out many of the pleasant incidents in the growth of the Exchange.

The principal speakers of the evening were Mr. John Barrett, director-general of the Pan-American Union and Chief Justice I. Franklin Russell of the Court of Special Sessions. Mr. Barrett delivered a most eloquent address on the advantages of closer relationship between the United States and the nations to the south of us, and strongly pointed out the advantages to be gained in such a connection. He showed that the trade of these countries with foreign nations was last year \$2,300,000,000, of which the share of the United States was only \$650,000,000.

Chief Justice I. Franklin Russell, of the Court of Special Sessions, delivered a most interesting address on the questions of business and law, which was listened to with closest attention. Many bursts of laughter and applause interrupted his eloquent and witty address.

Toward the close of the evening the suave and resourceful vice-president of the Exchange, Mr. John Aspegren, persuaded President Carhart to relinquish the gavel. Mr. Aspegren introduced Mr. Frank I. Ferris, who, in a few graceful remarks, presented to Mr. Carhart a silver service on behalf of the members of the Exchange, as a token of their appreciation of his faithful and untiring service in behalf of the Exchange during his period of office.

VICIOUS LIES ON COLD STORAGE.

The fictitious tales being published in New York City and other newspapers about the tons of food forced upon the market because of the operation of the ten months' limit in the cold storage law of the State, are evidently intended merely to create prejudice in the minds of the masses against cold storage. For, although it is alleged that so vast a quantity of food was suddenly placed upon the market, not a word is said about the effect upon market prices, simply because there was no such effect and there were no such quantities placed upon the market. Furthermore, it is added, much of this food, specifying poultry, fish and butter, "had been in storage eighteen months to two years, and some even longer." But only one instance of seizure of a small quantity of butter because it was alleged to be unfit for food is anywhere mentioned, and it is not charged that this had been in storage for any great length of time. Publishing allegations of such a nature without basis in fact is vicious.—Ice and Refrigeration.

ANOTHER BILL FOR FREE MEATS.

Representative Hill, of Connecticut on Wednesday introduced in the House at Washington a bill to put beef, mutton, veal and pork on the free list. It was referred to the Ways and Means Committee. This is the third free meat bill introduced at this session of Congress.

PORK PACKING INDUSTRY IN CHINA

Further Reports on Chinese Pork for Export

[EDITOR'S NOTE.—This is the second of a series of articles on a subject that will be of great interest to American pork packers and American hog raisers, who see the prospect of their foreign market taken away from them by China, the possessor of the biggest supply of hogs in the world, and a probable future competitor of immense proportions.]

In its issue of February 10, 1912, The National Provisioner published the first of a series of reports from American commercial and consular representatives in the Far East concerning hog raising and the pork packing industry of China, which country threatens to become America's chief competitor in the pork products markets of the world. This investigation was instituted by the State Department and the Bureau of Manufactures at the instance of The National Provisioner, for the purpose of supplying American hog raisers and American packers with more accurate information concerning this Chinese proposition.

At that time The National Provisioner said concerning this matter of the world's meat supply that what Argentina has done in the foreign beef market it might be predicted with reasonable safety China will do in the foreign pork trade. Just as China has a population that outrivals that of any other nation, so is she the world's greatest hog reservoir. No hog census has been taken there, any more than has a census of her teeming hundreds of millions of humans.

But the hog is the Chinaman's standby in most of China's great provinces, and he is numbered by the untold millions. When the Chinaman wakes up—and he is pretty near awake at this time, judging from news reports—then the hog raisers and pork packers of the world may well look to their laurels.

It has been difficult to secure accurate or adequate information concerning China's hog supply or pork trade. Occasional brief news items and fragmentary information from consular representatives has been all that has been obtainable. Last year the high price of American and other pork products in the British market caused the beginning of an export trade in Chinese hogs to British markets. There was some question as to the healthfulness of this Chinese product, and the British government took steps to investigate.

American packers and hog raisers were also interested, in view of the strict inspection regulations to which American pork was subject, both at home and abroad. They were interested to know how much discrimination there would be against the American product in this Chinese competition.

The National Provisioner interested the Bureau of Manufactures at Washington in this matter, and at the request of this paper Chief Baldwin instructed his commercial agents in the Far East to investigate. The Department of State also instructed its consular representatives to take the matter up, so that a good deal of interesting information is likely to develop through the action of The National Provisioner in taking up this question with the government.

The first report was from Commercial Agent Lovett M. Wood on hog packing in Shanghai and Hongkong. Consul General Roger S. Greene now submits a report on conditions in Hankow, the present center of

Chinese pork production for export purposes, in which he says:

Center of Chinese Export Pork Trade.

Hankow is the center of the Chinese export trade in dressed hogs, the industry being entirely in the hands of the International Export Co. (Ltd.). All the foreign shipments, amounting in 1910 to 21,523 carcasses, go to Great Britain. The 1911 figures are not yet available, but the company handling the trade places the shipments at 19,903 carcasses.

There has been some misapprehension as to the food on which these hogs are fed. This is usually rice bran, refuse rice, and other grain from native breweries and distilleries, bean oil cake, and the hulls, etc., left from the manufacture of bean curd. While the scavenger pig also exists, it is apparently not the source of the ordinary meat supply for the foreign market. The conditions under which the animals are slaughtered and dressed are said to be satisfactory and the buildings of the local plant are modern and well kept.

The abnormal conditions now prevailing in China make any price information very unreliable, especially with the present erratic exchange rates. Pigs cost about \$20 Mexican per head here, in quantities. At the rate of \$0.434, as given by the United States Treasury Department on January 1, 1912, this would be \$8.68 gold, but at recent bank rates in China it would be over \$10 gold. This price is on the basis of 160 pounds gross weight, but most of the pigs weigh between 185 and 210 pounds.

The net weight of the dressed pig is about 20 per cent. less, but about \$1.30 gold can be obtained for the head and by-products. The net cost per pound would therefore appear to be about 5.8 cents gold per pound. The retail price is 6 to 6.5 cents gold per pound at the present exchange rate.

Report of an English Investigator.

In 1911 an official investigation of the entire industry here was made by Dr. Reginald Farrar, of the Local Government Board, London, who prepared an extensive report. From discussions of this report with local physicians, I have come to the conclusion that the favorable view taken by Dr. Farrar of the pork at present exported is justified. It appears that parasitic and tubercular infections of Chinese pork are comparatively rare. A brief abstract of Dr. Farrar's report follows:

"As far as could be ascertained, pork is being exported to England from only two places in China, Hankow, on the Yangtse River, and Harbin, in Manchuria. The shipping of pork from Shanghai is under consideration.

"A prejudice entertained by certain European residents of China against the use of Chinese pork, on the ground that the Chinese pig is a scavenger, eating garbage, and therefore likely to transmit parasitic diseases, has been transmitted to England, but I have ascertained that not only the pigs exported to England, but in general those sold in the native markets for Chinese consumption, are grain-fed pigs reared on farms under conditions which compare favorably with those obtaining in England. It is true that pigs are to be seen rooting in the streets and feeding on garbage in many cities of China, and it is also probable that these animals are eventually eaten by the poor persons of the coolie class. Pork is freely eaten by Europeans at Shanghai, Hankow and Harbin, and, I am told, in Yunnan.

"Pork is the staple meat food throughout China and that which I have seen exposed for sale in native shops has nearly always been good fat meat, not such as would come from the lean, pendulous-bellied scavenger pigs. I may add that the average Chinaman is as dainty in his feeding as the average Englishman, and the idea of eating garbage-fed pork is as repugnant to him as to ourselves.

Danger of Disease Said to Be Slight.

"I could find no evidence that parasitic diseases are more common in Chinese than in English pigs, and the testimony of medical men practicing in China is that trichinosis is extremely rare in China, and practically unknown in the Yangtse Valley. *Cysticercus cellulosae* and other parasites are uncommon. As regards the possibility of the transmission of plague from infected districts in China, Prof. Zabolotny, one of the Russian delegates to the International Plague Conference, who has been testing the liability of various animals to infection with human plague derived from a pneumonic strain, states that he has found the pig relatively highly resistant.

"The larger part of the pork that has been shipped to England has been obtained from the Province of Hunan, which is a rich and fertile country devoted chiefly to rice growing. On most of the farms from one to several dozen pigs are kept, almost uniformly under very favorable conditions. The Hunanese pigs are a special breed, differing from those I have seen in other parts of China. They have short, erect ears, short snouts, rounded jowls, compact bodies, with broad backs and short hams, and slender tails. The color is piebald black and white and the bristles relatively short and fine. The fibers of the meat are fine and the animal is a good fatterer.

"The pig commonly sold in the Hankow native markets is the Hunanese. This appears to be a native pig, to the breeding of which no especial attention has been devoted, and which is not far removed from its wild progenitor. This pig has long pendulous ears, a long snout, straight lean jowl, a lean body, with sagging, pendulous abdomen, narrow back, prominent spine, long lean hams, and a tail longer and coarser than that of the Hunan pig. The flesh has a peculiar odor which differentiates it from Hunanese pork, is paler, and has coarse and tough fibers. Even when especially well fed, this animal does not fatten as well as does the Hunan pig.

"At Shanghai the animals killed at the international and the French municipal abattoirs are inspected by skilled veterinarians, and all pigs showing traces of tuberculosis are rejected. The greater number of rejections are made for rouget de porc (swine erysipelas, Rothlauf), the total rejections for all causes during the first five months of 1911 numbering 17 out of 14,998 pigs examined. At Hankow the pigs slaughtered are inspected by the police medical officers. At Harbin the inspection is made under the Russian imperial meat-inspection regulations, with equal strictness in the public slaughterhouse and private factories. This inspection includes microscopic examination of all animals killed."

The Finest Pork in China.

In a report from Canton on conditions in the Province of Yunnan, from which the finest Chinese pork comes, Consul General Leo A. Bergholz says:

The finest pork in China comes from the Province of Yunnan, and has a reputation throughout the country similar to that of the Yorkshire hams in England and the Westphalian hams in Germany. The pigs are marvels of cleanliness, and the food for the animals is carefully prepared.

Upon the passage of the pure-food law in the United States, the provincial government established a special bureau to supervise the sanitary conditions of the meat factories, especially those making hog products, engaged in the foreign trade. Since then only meat from hogs which ante and post-mortem veterinary examinations have shown to be free from disease has been allowed to be shipped abroad. This applies particularly to the exportation of dried meats to the United States and lard to the Philippines.

The hog products sent to the United States are sausages of various kinds and prepared dried meats, for consumption by Chinese, and their preparation is very simple. Sausages

(Continued on page 20.)

PRACTICAL POINTS FOR THE TRADE

[EDITOR'S NOTE.]—Nothing but actual, bona fide inquiries are answered on this page of "Practical Points for the Trade." The National Provisioner uses no "made-up" queries, with answers taken out of old, out-of-date books. The effort is made to take up and investigate each question as it comes in, and to answer it as thoroughly as time and space will permit, with a view to the special need of that particular inquirer. It must be remembered that the answering of these questions takes time, and that the space is necessarily limited, and inquirers must not grow impatient if the publication of answers is delayed somewhat. It should also be remembered that packing-house practice is constantly changing and improving, and that experts seldom agree, so that there is always room for honest difference of opinion. Readers are invited to criticize what appears here, as well as to ask questions.]

TANNING ON A SMALL SCALE.

The National Provisioner has received the following from a subscriber in the South:

Editor The National Provisioner:

We have several carloads of hides a year at a rendering plant which are sold to local dealers who ship them North. We wish to investigate if it would not be a good business proposition to tan the hides ourselves and sell the leather right here. We therefore would esteem it a great favor if you would recommend a book or books on tanning, which would give us the information we desire. We would like to have your opinion concerning the feasibility of this proposition.

Owing to the long time required to tan hides, also the extent and expense of the installation of a tannery, it is not advisable to go into the tanning business on a small scale. In order to produce leather which must meet competition from the large tanneries experienced men must be employed, since practical tanning cannot be learned from books alone.

There are several treatises on this subject, among which the following may be mentioned: "Flemming's Tanning," H. C. Baird & Co., Philadelphia, Pa., 1910. "Bennett's Manufacture of Leather." Constable & Co., Ltd., London, 1909. "Watt's Leather Manufacture." D. Van Nostrand & Co., New York, 1906. H. R. Proctor's "The Principles of Leather Manufacture." Spou & Chamberlain, New York, 1903. "Modern American Tanning." Jacobson Pub. Co., Chicago. A

compilation from 1902-1910. H. C. Standage: "The Leather Worker's Manual." Scott, Greenwood & Co., London, 1900. C. T. Davis: "The Manufacture of Leather. Complete." H. C. Baird & Co., Philadelphia, Pa., 1897.

REMEDIES FOR SOFT BACON.

In a recent issue The National Provisioner answered the question of a curer who had been having trouble with soft bacon, and who wanted to know how to harden it. Borax and alum were suggested for this purpose, but The National Provisioner showed how these would not do, and recommended proper curing and smoking methods for preventing softness, rather than the application of means to harden the meat.

A reader of The National Provisioner responds to the request for further suggestions on this point by sending in the following valuable advice:

Editor The National Provisioner:

In the issue of your paper of May 4 in an article on remedies for soft bacon, you ask for suggestions from readers. Having had twenty or more years' experience in meat curing, I would like to write a few lines on the subject, hoping they will be appreciated and of benefit to someone in the business.

First, the hog should be properly cooled before cutting, as all packers know. After cutting I have found I could turn out a better bacon as regards firm, solid meat by dry-salting for 24 hours before placing my meat in pickle. Of course, it must be taken into consideration in making your pickle that meat having been dry-salted for 24 hours should not be placed in pickle of the same strength as though it had been put in fresh.

Then another matter of great importance is the handling of bacon after it comes from the smokehouse, and also while in the smokehouse. After smoking it is well to allow bacon to hang for 24 to 36 hours in the smokehouse after the fire has died out, opening the house below to allow ventilation.

On removal some curers pile bacon up two or three feet high in a refrigerator, allowing it to sweat and causing it to become flabby. I have found it preferable to let it remain on the meat trees just as it hung in smoke, and run it into cold storage. This leaves the

meat open to a free circulation of air and causes it to remain firm.

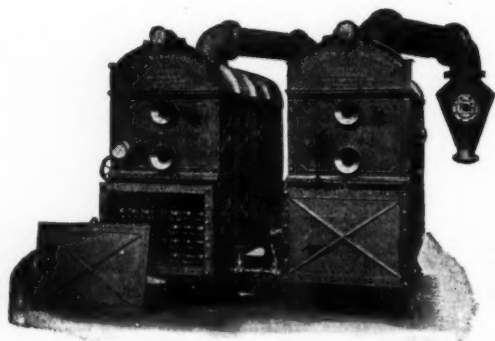
Poor ventilation in a smokehouse should also be avoided, as it causes bacon to come out soft and flabby. H. M.

NEW DEFROSTING MEAT PROCESS.

A demonstration was recently held at Plymouth, England, of a new method of defrosting meat. By this process frozen meat is thawed in a chamber so constructed that the atmospheric pressure can be regulated and excess moisture extracted without bursting the tissues of the meat. It is claimed that frozen beef and mutton can then be placed on the British market in such a condition as to compare favorably in appearance with prime English meat. This demonstration was attended by representatives of the meat trade of Australia, Great Britain, the United States and South America.

The beef and mutton had been held in a temperature of about 18 degs. for about three weeks after removal from the ship. It was then placed in the patent chambers (beef for 48 hours and mutton for 24 hours), in a temperature of 62 degs. Upon removal from the chambers the beef was compared with prime English beef and with a frozen quarter from Queensland treated under the old system. It compared favorably with the English meat and was far superior to the Queensland. It had a fine bloom, was free from mould, and there was an entire absence of "leakage." The kidneys and suet fat remained in the treated quarters, and when cut were free from bone taint or bone odor.

Quarters of treated beef and carcasses of mutton were cut up in the presence of the visitors with satisfactory results, defrosting having been thoroughly carried out. On the following morning the treated meat, cut and uncut, was inspected at the Smithfield Market and found to be still satisfactory and free from the drawbacks of frozen meat marketed in the usual way.



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BUTCHERS AND COLD STORAGE

The retail meat trade in New York City and State has been somewhat concerned lest it get into trouble in connection with the enforcement of the State cold storage law, particularly in connection with that section of the law requiring that when food products which have been in cold storage are sold the fact much be made known to purchasers. How to "make it known" in the case of products sold by retail butchers was what worried the latter, especially after the loud talk as to pains and penalties emanating from the politician who was the author of the bill.

Fortunately for everybody concerned this politician does not have "all the say" as to the enforcement of the law, although he keeps one foot in the trough as attorney for the cold storage inspection department of the State Department of Health. The question of making and enforcing regulations under the law is in the hands of State Health Commissioner Engene H. Porter, who has care-

fully considered all phases of the situation, and who sought information from all sides before he attempted to draft or enforce regulations.

Dr. Porter has published a regulation stating how cold storage poultry, eggs and fish may be labeled, and fixing the size of the label. He is not only fair and just, but he is canny and wise when he "puts it up" to the retailer to comply with the law by making a representation in any way he (the retailer) sees fit. He must let his customer know that goods have been in cold storage, and if he does that the State inspectors will not bother him. It is up to him to keep out of trouble, and the State Health Commissioner has not made it hard for him to do so.

The National Provisioner has suggested that butchers maintain a counter or counters for the display of cold storage poultry, fish and eggs, upon which there is a sign lettered "Cold Storage" of the size prescribed in the New York regulation No. 9. Keep the stuff in the ice box if desired, and when it is brought out to show a customer, place it on the counter near this sign. If that is not convenient, the butcher can always inform the customer by word of mouth that the poultry or other product shown has been in cold storage.

No regulations have been made regarding the labeling or marking of cold storage meat under the New York law. This is another evidence of the good sense of Dr. Porter, for it would have been impossible to frame regulations which would have been fair to the trade, or which could have been enforced. So little meat is sold in retail shops which comes under the cold storage definition in the law (thirty days' storage), and there is so little need for a cold storage warning concerning such meat that such regulations would be both useless and foolish. Dr. Porter found this out when he made his investigation, and he has acted accordingly.

Nevertheless, there is no reason why butchers should take advantage of Commissioner Porter's broad-mindedness in this matter. If there are any meats put on sale in the butcher shop which have been frozen—such as pork loins or frozen livers—they may be placed on the cold storage counter when offered for sale, and thus the law will be complied with and there will be no possibility of a charge that the butcher has deceived anyone.

But experience has already shown that this "cold storage boggy" is not going to frighten so many customers as might be expected. If you have the confidence of your trade they are not going to be alarmed by cold storage signs or declarations, and the sooner they come to find out that a product properly stored is as good as or better than one not

stored, the better for them and for all concerned. It will pay the butcher to be honest and straightforward in this matter. Take the bull by the horns, educate your customers to the benefits of cold storage, and you can laugh at the law without penalty.

LET THE BOY HUSTLE

Let your boy earn his own career and he will know its value. Many a good business has been drained down to the lowest notch, robbed of the necessary capital, to provide a career for the gifted son of the proprietor. Our boys may have special gifts in art, music, literature, etc., which will be valuable to the world if cultivated, but, as fathers, we should think of the good of the son and the rest of the family.

Gifted sons who are too bright to work are quite numerous, and if we are to make our boys succeed we must use every effort to make them self-supporting. Gifts of a special nature are mighty fine, but their practical value must be found. It is all right to paint pictures or sing songs, but will they bring in money to pay for the years of study? This is an age which requires a good deal of money for each individual, and the best test of these special gifts from the standpoint of the business man father is their earning capacity.

As a general principle it is a mighty good rule to lay down that if the boy wants a "career" he can earn it himself. If he does this he will have the grit and business capacity to carry him through, for he will get the experience he needs to teach him the value of money, and as his life is likely to last years after his father has gone, there is no reason why he should not give the necessary time to earning his own way, instead of keeping down the business of his father, for lack of capital, when the welfare of the entire family depends upon that business.

BEEF PRICES YET HIGHER

Last week the meat trade thought it saw signs of a reaction toward lower prices, and fervently hoped that the top had been reached, and that the downward trend would continue. But it was a false hope, based on a brief period of heavier cattle receipts at some points. This week receipts were meager again, and cattle costs went even higher than before. At Omaha on Monday good beef steers brought the highest price ever paid there for a full load, \$8.65 per hundred pounds, while at Chicago the top was \$9.30. And yet the sensational press talks about the "extortions" of the packers and the retailers. It would seem that the extortion takes place in the cattle pens. When feeders put 80-cent corn into beef steers, somebody has got to pay for it!

TRADE GLEANINGS

It is announced that Armour & Company will establish a branch house at Florence, Ala.

The Business League of Austin, Tex., is interested in establishing an abattoir at that city.

The Paris Oil and Cotton Company, Paris, Tex., will erect a cottonseed oil mill at Hugo, Okla.

The Southern Cotton Oil Company is reported as to erect a cotton gin at Easley, S. C.

The new branch house being erected at Lincoln, Neb., by Armour & Company, is about completed.

The Madrid Cotton Oil Company, Madrid, Ala., is erecting a cotton oil mill, corn mill and a ginnery plant.

The Winters Cotton Oil Company, Winters, Tex., has increased its capital stock from \$40,000 to \$80,000.

The Howard Hide and Leather Company, Houston, Tex., has increased its capital stock from \$50,000 to \$100,000.

It is reported that Swift & Company will shortly commence the erection of a cottonseed oil mill at Augusta, Ga.

The Carolina Packing Company, Greenville, S. C., has been incorporated by R. A. Brown, J. J. Cowart and F. W. Faress.

The capital stock of the Farmers' Cotton Oil Company, Dyersburg, Ten., has been increased from \$30,000 to \$65,000.

A new addition is being erected by the C. Kalbitzer Packing Company at Wheeling, W. Va., to be used as a box factory.

Five acres of pens and two hundred cattle were destroyed by fire which visited the Kansas City (Mo.) stockyards on May 15.

A cottonseed oil company, with \$50,000 capital stock, has been organized at Elizabeth City, N. C. C. W. Stevens is interested.

The Lancaster Land and Cattle Company, Lancaster, Tex., capital stock \$30,000, will develop 3,000 acres of land in Baylor County.

The Humphrey Provision Company, Salem, Mass., has filed a voluntary petition in bankruptcy with \$10,594 liabilities and assets \$3,560.

The Standard Sausage Company, Cleveland, O., has been incorporated with a capital stock of \$50,000 by E. E. Meischner, C. W. Wurster and others.

The Harriman Leather Company, Harriman, Tenn., has been reincorporated with a capital stock of \$100,000 by H. L. Durrell, W. C. Anderson and others.

The recently incorporated Planters' Cotton Oil Company, Navasota, Tex., will install a cottonseed oil plant of 40 tons' capacity. T. W. Wilson is president.

The Ashland Oil Mill and Fertilizer Company, Ashland, Ala., will rebuild its burned plant. Three buildings, 40 x 120, 40 x 80 and 60 x 120 feet will be erected.

The Rome Lime, Fertilizer and Manufacturing Company, Rome, Ga., has been incorporated with a capital stock of \$10,000 by J. H. Hawkins, J. M. Graham and others.

The United Beef and Supply Company, 188 Second street, and 188 Avenue B, New York, N. Y., has filed a petition in bankruptcy. Liabilities \$30,492 and assets \$6,200.

If the deal for the purchase of the big Hutchinson packing plant, at Hutchinson, Kan., by a Topeka company is closed, the big plant will be placed in operation this fall.

The Business Men's League, G. H. Malone, W. H. Harrison and associates of Dothan, Ala., are promoting the organization of a plant for packing meat and manufacturing lard.

The Milwaukee Patent Leather Company, of Milwaukee, Wis., has been organized by E. A. Oliver, F. J. Mayer, G. S. Falk and others. A modern concrete tannery is to be erected.

J. M. & P. Scanlan, Inc., New York City, N. Y., has been incorporated with a capital stock of \$75,000 to conduct a butchering business. J. Scanlan, P. Scanlan and M. Scanlan are the incorporators.

A company organized by A. F. Dunkerly, P. B. and A. B. Caldwell, of Ennis, Tex., has purchased for \$100,000 the cottonseed oil mill of the Ennis Cotton Oil and Ginning Company. Improvements are contemplated.

A number of small cottonseed oil mill and fertilizer factories in the Southeast have been absorbed and a new company started under the name of the Empire Cotton Oil Company. Thos. Egleston and E. P. McBurney, both of Atlanta, Ga., are interested.

PORK PACKING IN CHINA.

(Continued from page 17.)

are made of meat from the hind thighs of hogs, which are chopped fine, mixed with 4 drams of sugar, rice wine and table salt, 8 drams of soy, and a pinch of pepper to each 11-3 pound, and dried in the sun until ready for tinning. Dried oysters and duck's livers are added to some varieties. Prepared meats are put up in a similar manner, except that the meat is sliced instead of chopped.

Slaughterhouse Conditions and Inspection.

A special slaughterhouse has been constructed according to hygienic principles for the killing of hogs for the export trade. The building is of brick, with large open spaces for ventilation on all sides, and the floor is made of concrete.

Animals used for the export trade are practically subjected to two different examinations before being killed. Hogs are first brought from the general city hog-pens, where an inspection is carried out by the police department, and then transported to specially constructed pens in connection with the slaughterhouse, where they are again subjected to a thorough inspection by special sanitary inspectors.

Only such animals as are passed and stamped as healthy by the inspectors are allowed to be killed. Should an animal show any sign of disease it is at once condemned. By paying strict attention to the ante-mortem examination, the percentage of diseased carcasses as revealed by the post-mortem examination is reduced to a minimum. Every precaution is also exercised in the post-mortem examination to detect the unhealthiness of the animals.

The sides of the hog-pens connected with the slaughterhouse are of iron rails, the floor is of concrete, and the inspector requires the floors to be cleaned at least once a day. As these buildings are situated on the banks of the river, draining as well as cleaning can be easily carried out. Animals in the hog-pens are fed twice daily with cooked cabbage and rice mush.

Lard is prepared by boiling the fat tissue and the fat portion of the meat in a boiler till all of the oil is extracted. The residue is then poured into large china basins and stirred until it solidifies. No foreign substance is used in the preparation of lard.

Report of Philippine Customs Official.

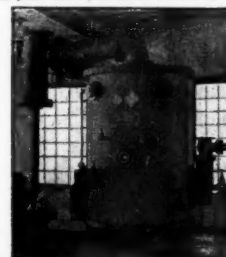
Mr. F. W. Wilson, chief of the customs secret service of the Philippines, who made a careful examination of hog-pens and slaughterhouse at Canton early in 1911, reported to the Philippine government as follows:

The corrals, pork markets and lard factories appeared surprisingly clean and sanitary. The slaughterhouses are hardly worthy of the name, as each butcher appears to kill his hogs at his own place; but these were also surprisingly clean. The site chosen for a new central lard factory is across the river from Canton proper. It has a couple of good buildings and is, on the whole, very suitable. An arrangement has been made with certain pork dealers whereby the swine will be slaughtered at this factory.

All swine slaughtered pass through certain principal corrals, where a tax is collected on those weighing over 30 pounds, these taxes having been collected upon 588,890 pigs during 1910. Inspectors are stationed at these corrals, and the meat is also inspected in the markets. We found the pens clean and the food wholesome, the latter consisting chiefly of refuse from the manufacture of rice wine, bran from bean and rice flour, sweet potatoes and squash, which are cooked together.

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MUNICIPAL ABATTOIR AT COLUMBIA.

The municipal abattoir which is being built at Columbia, S. C., should be an incentive for similar plants to be built in cities in the United States, where such a plan is feasible. The city of Columbia, after an investigation extending over two years, decided for the health of its citizens to build a central abattoir, and by special ordinance passed by the city council and approved by the mayor, the city has let contract for the buildings, machinery and equipment, providing for the proper slaughtering, refrigeration and disposition of waste material for all cattle, hogs and other small stock slaughtered within the city. By this arrangement all butchers slaughtering in the city of Columbia must have their killing done at the central abattoir, where it will be properly inspected by ante-mortem and post-mortem examination and in accordance with Federal regulations. The citizens of Columbia will now secure only such meats as have been previously and properly inspected under United States regulations and supplied from the different packinghouses under Federal inspection, or which are supplied by the city butchers and slaughtered at the city abattoir under stringent inspection regulations. This action does not prohibit the country butchers from slaughtering meats for the city of Columbia, but the slaughtering of such animals must be done at the abattoir under specific regulations.

The arrangement, as outlined by the city of Columbia, has met with the hearty approbation of the city butchers and marketmen and the entire public. The city went after the proposition in a business-like manner, and the idea could well be taken up and followed out by other cities throughout the country. All of the details in connection with this proposition were outlined, and the designing of the building and furnishing of the entire equipment was done by the Brecht Company, of St. Louis, Mo.

RENDERING AND DRYING TANKS.

Machines to prove profitable and successful must be designed and constructed just right for their work, or they will not gain best results. Proper installation and correct instructions to operate machines to the best

advantage are also very essential features. The wonderful success of the "Boss" machines to a large extent is due to the experience and practical knowledge of the manufacturers, The Cincinnati Butchers' Supply Company, Cincinnati, Ohio. They know their machines through and through, and that they make good, which encourages them in their endeavor to bring them prominently before the butchers and packers.

Last winter they equipped the new packinghouse of Worm & Co., Indianapolis, Ind., with "Boss" machines. One of these is a 5 x 10 "Boss" sanitary rendering and drying tank, with electric motor direct-connected. The excellent results of this outfit induced Worm & Co. to place an order for another one of same size with The Cincinnati Butchers' Supply Company, which will be installed by the middle of June.

BUFFALO SILENT MEAT CUTTERS.

The following letter was received by the John E. Smith's Sons Company, of Buffalo, N. Y., manufacturers of the world-famous "Buffalo" Silent Meat Cutters, which will be of interest to users of machinery for the manufacture of sausage:

Montgomery, Ala., April 15, 1912.
John E. Smith's Sons Co.,
Buffalo, N. Y.

Gentlemen:—In the fall of 1906 I purchased one of your No. 23 Buffalo Silent Meat Cutters. We have been using this machine ever since, and in this period of very near six years I cannot recall a single instance that it has been out of order. The only expense it has entailed is the purchase of extra sets of knives.

Considering the various men that have worked with this machine, and the rough usage to which it has been subjected, this in my opinion is a remarkable record, and it is one of the few machines of the many I have owned that hasn't given me any worry, trouble or concern. I cheerfully recommend a Buffalo Silent Meat Cutter to anyone who wants a meat cutter that will do the work, and give entire satisfaction.

Yours very truly,

M. STRAUSS.

Commenting on this endorsement the manufacturers say: "The above proves that when buying machinery it is policy to consider the quality of the machine first, then the cost. The first cost is really the least, for the expense and repair bills attached to any cheaply-built machine will in a short time

amount to a great deal more than the first cost of a well-built machine.

"The question has often been asked: 'Why do mechanical engineers who have had experience with all makes of machines invariably prefer the Buffalo?' It is because they have found that it is something they can depend upon, and that the first cost of the machine is practically the only outlay. The Buffalo Cutter is used by many of the large and prominent packers and thousands of butchers, who can testify to the same effect as Mr. Strauss."

ALLISON COTTONSEED FLOUR.

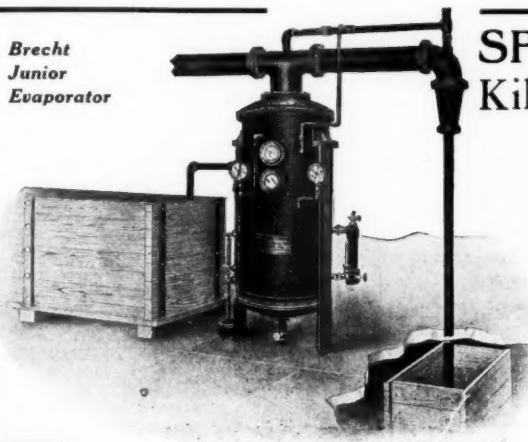
"Allison" flour, which is the honorary title of cottonseed flour, has obtained quite a vogue in different localities of the South, says Pure Products. As cotton seed contains no gluten, it is necessary in using the product in bread-making to employ wheat flour in the proportion of from 30 to 50 per cent. But one brand, called "Golden Rod," does not contain any wheat flour at all, being a pure cottonseed product.

As the reader is probably aware, the particular value of cottonseed flour is that it contains an extraordinary percentage of protein and fat. Cottonseed flour contains about 40 per cent. protein and 8 per cent. fat. This gives it very unusual nutritious qualities. Pound for pound, it is claimed to be superior to meat. Even when mixed with wheat flour it will average higher in nutritive quality than the best meat.

The bread made with cottonseed flour is dark; much darker than one would expect from the color of the flour, which is a beautiful saffron tint. This dark color is on account of the large percentage of fatty matter. From tests made by The American Miller, it is recommended that the percentage of wheat flour added be increased beyond any recommendation yet made. With the percentages commonly recommended the bread is heavy, though palatable. More wheat flour, say, 80 per cent., would result in a much more satisfactory loaf, says Pure Products.

It is quite possible that cottonseed bread may be used with success in diabetic and gastric disturbances. It would seem altogether too valuable a food not to find definite uses in connection with cereal flours.

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ICE AND REFRIGERATION

NEW CORPORATIONS.

Norfolk, Va.—The Norfolk Butter Company has been incorporated with a capital stock of \$15,000. N. F. White is president.

Knoxville, Tenn.—The North Star Ice and Coal Company has been incorporated with a capital stock of \$50,000 by Y. H. Shanklin, L. M. G. Baker, W. E. Cooper and others.

Buffalo, N. Y.—The Fairmont Creamery Company of New York has been incorporated with a capital stock of \$50,000 by L. Brace, Buffalo; G. W. Sumner and J. H. Rushton, of Omaha.

ICE NOTES.

Stockdale, Tex.—V. B. Colby, Smiley, Tex., will erect an ice and electric light plant.

Wilmington, N. C.—A company will be organized by J. W. Brooks, E. A. Herbst and others to erect an ice plant with a daily capacity of 10 tons ice.

San Antonio, Tex.—The International and Great Northern Railroad will commence at once the erection of a large cold storage plant for fruits and vegetables.

Philadelphia, Pa.—The retiring directors of the Philadelphia Warehousing and Cold Storage Company were re-elected at the annual meeting of the stockholders held last week.

Red Bank, N. J.—A meeting of the Monmouth Mutual Supply Company was held at the Red Bank borough hall last week. About fifty business men from various parts of the county were present. The object of the company is to establish a cold storage plant for the use of the stockholders. About \$25,000 has been subscribed and options have been obtained on property on Monmouth street.

FAULTY VS. PROPER INSULATION.

By Charles D. Havenstrite.*

There is a wide difference in opinion on certain subjects relating to insulating, and for that reason some of the following statements will not meet with the entire approval of all. It is hoped, however, to present some ideas which may prove of benefit to those who cannot go into insulation details as thoroughly as those spending their entire time on insulating matters.

A great variation of opinion is held regard-

*Read before the Western Ice Manufacturers' Association.

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ing different insulating materials, some purchasers preferring pure cork, others impregnated, others mineral wool blocks, and others still holding to the antiquated type of air space or sawdust construction. Some prefer the insulation erected in Portland cement, others in asphalt, while, again, some prefer that the materials be nailed in place, using insulating paper as a means of sealing the joints. As to finish, some prefer wood, others Portland cement, and with floors a difference of opinion is had on whether concrete or a woodworking floor is the best.

As a matter of fact all of the materials and methods of construction already mentioned, except air space and sawdust, are good if properly used and under suitable conditions, whereas any of the insulating materials or binding materials can be improperly used, so as to result in deterioration of not only the insulation itself but of the building in which the insulation is placed.

Insulation requires that three principal items be carefully considered in relation to the conditions under which the insulation is to be used. The most important of these is heat transmission. The second, moisture-resisting qualities of not only the insulation but of the construction as a whole. Thirdly, structural strength.

Regarding insulating efficiency or heat transmission of an insulating material. There will be found a wide variation in the statements made by manufacturers of different materials, each one claiming that certain results have been obtained on their material, and it is therefore up to the purchaser to use his best business judgment on this point. As a usual proposition the more dense the material the higher the heat transmission. This can, however, be modified considerably by the kind of material used.

The results of the tests referred to are based on material which has not been subjected to any long or severe service extending over months or years, and can only be taken roughly as to what may be expected of the insulation when first installed. If the material used is not of the nature to resist the absorption of moisture, or if the insulation is not erected in the proper manner in a building not suitably designed to receive the insulation, absorption may take place more or less rapidly, with the result that the original insulating efficiency is lost and the cost of refrigeration will eventually rise. The insulating efficiency and moisture-resisting qualities must, therefore, be considered together, since a purchaser will use his material for a considerable length of time.

Points in Insulation Efficiency.

Regarding insulation efficiency two or three points should be considered. There are insulating materials on the market ranging from 6.4 to 9 B. t. u. heat transmission per square foot per degree difference in temperature per 24 hours per 1 inch in thickness. By comparing the heat transmission of these materials of different thicknesses we will find that it is not wise to purchase insulation on a purely thickness basis, but on a heat transmitting basis.

Heat transmission in relation to thickness of insulation:

1 inch.....	6.4 B. t. u. to 9.0 B. t. u.
2 inches.....	3.2 B. t. u. to 4.5 B. t. u.
3 inches.....	2.1 B. t. u. to 3.0 B. t. u.
4 inches.....	1.6 B. t. u. to 2.2 B. t. u.
5 inches.....	1.3 B. t. u. to 1.8 B. t. u.
6 inches.....	2.1 B. t. u. to 1.5 B. t. u.

It will be noted that on this basis 3 inches of the better grade of insulation will transmit one-tenth of a B. t. u. less than 4 inches of a poorer grade; 4 inches of the better grade transmits two-tenths less B. t. u. than 5 inches of the poorer, and 5 inches of the better grade two-tenths less B. t. u. than 6 inches of the poorer grade. Therefore, the purchase on a thickness basis is a mistake, if the materials vary widely in efficiency.

While the purchase of the poorer material cannot be classes under all conditions as faulty from a structural or insulation standpoint, it results perhaps in a poorer investment, and since we are all in business for financial returns on the amount invested, this phase of the matter may properly be brought in under the head of this paper. Some materials do vary so slightly in efficiency that they can at times be classed together, providing other items, such as structural strength and waterproofness, are equal, since the savings effected by the better class on an investment of, say, \$5,000, may not result in a net saving of over \$25 to \$50 per year.

Another point to be considered is the type of machine used in producing the refrigeration. Some plants can make as high as 12 tons of ice per ton of coal per day, while others will run under 6 tons of ice per ton of coal. It is evident, therefore, that the cost of refrigeration in the various plants will differ widely, and the cost of refrigeration should be taken into consideration in arriving at the proper insulating efficiency to be installed, so that while it would be good economy to use 5 inches of a certain type of insulation, it would be equally good economy for another one to perhaps use 4 inches.

Moisture-Resisting Qualities of Insulation.

Regarding moisture-resisting qualities of insulating materials little need be said, because it is a known fact to all those present that for any material to be used successfully in the construction of a cold-storage room it must be of a waterproof nature. On this account the more waterproof the material the longer life we can expect and the longer will its original insulating efficiency be maintained.

Insulating material cannot necessarily be condemned, however, because it will not entirely resist the absorption of moisture when this material is submerged beneath water, since under some conditions, when properly erected and with proper protection, it can be often used to advantage. Such a material, however, would not be recommended for use in floors of ice-storage rooms where a head of water can be expected, nor should a material not absolutely waterproof under all conditions be used under the severe conditions found around ice-making tanks and brine storage tanks.

Regarding structural strength, there is considerable to be considered. Any insulating material will stay in place on floor work, laid in any manner whatsoever, on top of which any suitable floor can be placed. For the insulation of ceilings, however, it is not possible to use all types of materials in the same manner, and special support should be given those materials not possessing the necessary struc-

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CINCINNATI, Pan Handle Storage Warehouse,
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Henry Bollinger.
DETROIT, Riverside Storage & Cartage Co.,
Ltd., Newman Bros., Inc.
DENVER, Denver Transit & Warehouse Co.
DALLAS, Oriental Oil Co.
EL PASO, El Paso Storage Warehouse Co.
FORT WORTH, Western Warehouse Co.
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LIVERPOOL, Peter R. McQuile & Son.
LOS ANGELES, United Iron Works.
LOUISVILLE, Louisville Public Warehouse Co.
MILWAUKEE, Central Warehouse.
MEMPHIS, Patterson Transfer Co.
MEXICO, D. F., Ernst O. Helmsdorf.
NEWARK, Brewers' & Bottlers' Supply Co.
NEW ORLEANS, Iron Warehouses.
NEW YORK, Roessler & Hasslacher Chemical
Co., Shipley Construction & Supply Co.
NORFOLK, Nottingham & Wrenn Co.
OKLAHOMA, O. K. Transfer & Storage Co.
PHILADELPHIA, Henry Bower Chemical Mfg. Co.
PITTSBURGH, Pennsylvania Transfer Co., Ltd.,
Mueller & Kusen.
PROVIDENCE, Rhode Island Warehouse Co.
ROCHESTER, Shipley Construction & Supply Co.
SALT LAKE CITY, Utah Soap Co.
ST. LOUIS, McPheeters Warehouse Co., Pilabry-
Becker Eng. & Sup. Co.
SAN ANTONIO, Oriental Oil Co.
SAN FRANCISCO, United Iron Works.
SAVANNAH, Benton Transfer Co.
SPOKANE, United Iron Works.
SEATTLE, United Iron Works.
TOLEDO, Moreton Truck & Storage Co.
WASHINGTON, Littlefield, Alvord & Co.

tural strength to hold year in and year out their own weight combined with the weight of Portland cement beds or finish.

An insulating material structurally weak should have some supporting medium on the underside, such as sheathing or wire lath, firmly supported by some means from the ceiling proper above. Materials of this character are also liable to provide too weak a bond for a Portland cement finish, so that the use of lath serves a double purpose of supporting the material and permanently holding the finish. For wall work the weaker materials can very often be used to advantage, provided the proper attention is given to methods of construction to insure or aid in waterproofing and to properly protect the materials from excessive injury, due to jars or shocks, as received from ice cakes, barrels, trucks, etc.

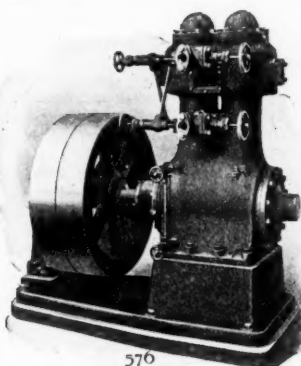
A building which is designed for one class of insulating material will not in every instance be suitable for other types, and in every case before letting a contract for the building the insulation should also be settled in order that the proper design of building and insulation can be had. In this connection, however, it must be borne in mind that very often a building is designed so as to accommodate a cheaper type of insulation, whereas the extra cost on building construction, due to the type of material to be used, will make the total cost of building and insulation greater than if a superior type of insulation was used. For instance, it is possible to construct solid cork partitions without any supporting medium, such as studding, sheathing, hollow tile, brick walls, etc., provided these walls are not required to carry a load from above, whereas other types of materials will often require that some supporting medium be had against which to erect the insulation.

The old type of insulation, before the standard manufactured block type was placed on the market, consisted of either an air space construction, usually built of alternate layers of boards and air spaces or a filling between studding and joists of mineral wool, sawdust or mill shavings. These types of insulation have been superseded by the solid type, for the reason that in case of the filling (the materials used were not able to withstand the absorption of moisture) becoming wet, thereby decreasing their insulating efficiency and hastening deterioration of the building structure. The same thing is true regarding air space construction, due to the tendency of any air space used under cold storage conditions to accumulate moisture, and due to the confined air permitting rotting to take place very rapidly.

Faults in Insulation Construction.

Although these facts are more or less well realized, it is very often the custom to incorporate air space construction along with modern insulation, bringing about rapid deterioration of the building, due to the condensation of moisture and deterioration of the insulating material used. A common mistake of this kind is made by erecting insulation to the underside of ceiling joists, forming by this means an air space on top of the in-

WATCH PAGE 48 FOR BARGAINS



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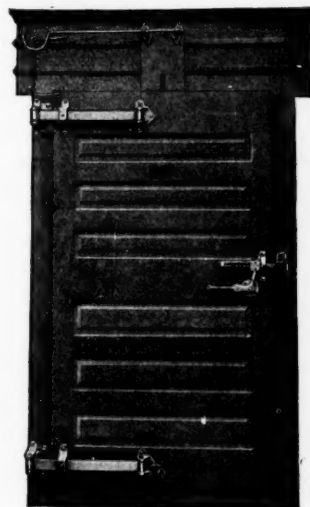
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sulation. The floor above is usually of sufficient insulating efficiency to cause this air space to be reduced below the normal temperature and any entrance of air from the outside, due to difference in barometric pressure, wind pressure, or contraction of the air in the air space, due to a change of temperature, will cause air to enter and leave this air space constantly, since it is impossible to make any building structure absolutely air tight. In humid weather any moisture entering along with the air will be thrown out on reaching the lower temperature in the air space, and when the air is forced out the moisture remains, and during the next entrance of air from the outside a further deposit of moisture is had.

Numerous instances of this trouble can be found throughout the country, and it is a known fact among architects in general that the closing up of any joists or studding under moisture conditions will cause rapid rotting of the wooden structure. For this reason the joists under porches of houses and other locations of similar nature are always left exposed and proper ventilation provided. There is a case in Kansas City in which 10 x 14-inch yellow pine joists were rotted through in seven to eight years on account of the insulation having been nailed to the underside, forming an air space between the floor above and the insulation. About half of the joists in this particular ceiling required removal, and the insulation came down, due to the rotting of these timbers.

This same condition is also had if hollow tile ceilings are used, and especially so if forced air circulation is made use of, such as is the case in ice cream hardening rooms and the like. For these reasons it is strongly recommended that all insulation be erected in a building suitably designed to receive it, and all surfaces against which the insulation is to be erected be free from any air spaces.

Construction in Cold Storage Rooms.

The cold storage rooms are often located one above the other, with a concrete floor between

each story, having no break whatsoever, to allow the insulation on the walls of one room to be made continuous with those of the other. In order to properly insulate such a floor a light insulation should be placed on both floor and ceiling, otherwise a considerable entrance of heat is likely to result. Such a construction, with the insulation only on one side, may cause a heavy condensation of moisture on the ceiling or floor outside of the cold room.

If the rooms cover a considerable area, it is good practice to insulate the floor above lightly and carry the ceiling insulation of the room below outward 4 feet or more from the walls, depending on the type of ceiling and the temperatures to be carried. The distance should be great enough so that the insulating efficiency of that portion of the ceiling shall be practically equal to that on the walls. All columns running through cold rooms, if of masonry or iron construction, should be similarly treated, so as to stop the loss either upward or downward.

In the construction of large cold storage and ice houses it has often been the practice in the past to leave an air loft above an insulated ceiling. Sometimes the building design is such that it is advisable to adopt this construction, but as a general proposition the same results can be obtained at a much less cost by providing a comparatively flat-top roof, the insulation to be placed on top of the roof, with the roofing placed directly on the insulation. With this type of construction an added thickness of insulation is applied in order to overcome the added heat given off by the direct rays of the sun beating on the roof. In a climate such as Kansas City, for instance, 5 to 6 inches on the roof will be sufficient for ice storage house work, and insulation used in this way, of this thickness, has given good results.

With a roof insulation of this type further good can be obtained by the use of a white top asbestos roof. Tests made with thermometers between the ordinary black top, or tar and gravel, and the white top asbestos roof will show a difference in thermometer readings when exposed to the sun in mid-

summer of from 14 to 25 degs. F. This means that during the most severe weather the difference between the inside and the outside temperature will be reduced from 14 to 25 degs. F., and under sun exposure would, for all practical purpose, be equivalent to the insulating efficiency of over an inch of cork. It is sometimes considered necessary to sheath over or to construct a reinforced roof over the insulation, but if a suitable support is given below the insulation it is possible to lay the proper type of roof directly on the insulation if of cork, and get good results from this type of construction.

(To be continued.)

GREEN AND SWEET PICKLED MEATS. (Special Report to The National Provisioner from The Davidson Commission Co.)

Chicago, May 15.—Quotations on green and sweet pickled meats, f. o. b. Chicago, loose, are as follows:

Regular Hams—Green, 8@10 lbs. ave., 13¼¢; 10@12 lbs. ave., 13@13¼¢; 12@14 lbs. ave., 13¢; 14@16 lbs. ave., 13¢; 18@20 lbs. ave., 13¾¢@13½¢. Sweet pickled, 8@10 lbs. ave., 12½¢; 10@12 lbs. ave., 12½¢; 12@14 lbs. ave., 11¾¢@12¢; 14@16 lbs. ave., 11¾¢@12¢; 18@20 lbs. ave., 12¾¢@12¾¢.

Skinned Hams—Green, 14@16 lbs. ave., 14¢; 16@18 lbs. ave., 14½¢; 18@20 lbs. ave., 14½¢; 22@24 lbs. ave., 13¾¢. Sweet pickled, 14@16 lbs. ave., 13¼¢; 16@18 lbs. ave., 13¼¢; 18@20 lbs. ave., 13¾¢; 22@24 lbs. ave., 12¾¢.

New York Shoulders—Green, 10@12 lbs. ave., 10¼¢. Sweet pickled, 10@12 lbs. ave., 9¾¢.

Picnic Hams—Green, 5@6 lbs. ave., 9¢; 6@8 lbs. ave., 8¾¢; 8@10 lbs. ave., 8¾¢; 10@12 lbs. ave., 8½¢. Sweet pickled, 5@6 lbs. ave., 9¢; 6@8 lbs. ave., 8¾¢; 8@10 lbs. ave., 8¾¢; 10@12 lbs. ave., 8½¢.

Clear Bellies—Green, 6@8 lbs. ave., 14½¢; 8@10 lbs. ave., 13½¢; 10@12 lbs. ave., 12½¢; 12@14 lbs. ave., 12¢. Sweet pickled, 6@8 lbs. ave., 14¢; 8@10 lbs. ave., 13¢; 10@12 lbs. ave., 12½¢; 12@14 lbs. ave., 11½¢.

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PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

Provision Situation Mixed—Stocks Are Large—Distribution Rather Slow—Hog Movement Liberal—Packing of Good Volume—Future Prices Irregular—Feed Crop Conditions Improving—Prices Break on Thursday.

The provision situation is becoming a very interesting one. It is also becoming a very mixed one. Speculation in contracts is not large and the market has quieted down considerably in the scale of fluctuations and trade has become more professional in character. The reason for this seems to be a natural uncertainty as to the next movement in values due to the existing conditions.

These conditions show the continuation of large stocks of product at packing centers. The mid-month estimate of the stock of product at Chicago showed an increase. The stock of pork was given at 43,553 bbls., compared with 39,954 bbls. last month and 10,493 bbls. last year. The stock of lard was given at 118,153 tes. of new lard against 118,059 tes. May 1, and 59,780 tes. last year. The stock of ribs was given at 24,974,000 lbs. against 24,275,000 lbs. May 1, and 16,331,000 lbs. last year.

These figures show that despite some falling off in the movement of hogs the decrease has not been sufficient to affect values. The actual falling off in the amount of packing since the first of March has been really unimportant compared with a year ago. The decrease up to last week in the interior packing was 425,000 hogs. It must be remembered

that last year the movement was heavy and the comparisons this year are running against the record totals of last year.

The fact that the movement is keeping up so well is rather puzzling to a great many who believe that with the increase in the winter packing and the larger losses from disease there would be a material falling off as the summer period approached. While the decrease since March 1 has been less than 10 per cent. of the movement last year, it is naturally having a little influence, but the fact that last year's figures were so heavy tends to offset this decrease in the packing, while the stocks of product have not decreased commensurate with the falling off in the packing. The present estimated stock of pork at Chicago is larger than on March 1. The stock of contract lard has evidently increased 14,000 tes. and the stock of ribs has also shown nearly 1,000,000 lbs. gain. The stock of contract pork at Chicago is now estimated at four times as large as last year; contract lard double last year and ribs 50 per cent. more than last year. The stock of all kinds of cut meats at the Western markets on the first of the month was 46,000,000 lbs. ahead of a year ago.

These figures, while large, do not necessarily mean stocks of burdensome proportions unless the supply of livestock is to be kept up in a way to prevent any encroachment upon the supplies through the natural channel of distribution. There has been a general and widespread belief that the supplies of hogs and the supply of other livestock would shortly decrease to such an extent

as to warrant the holding of large stocks in reserve and also warrant a higher level of prices. The movement of hogs, however, has not fallen off in the way anticipated and the current movement of cattle and sheep is quite large. Last week the receipts of cattle at the six leading points west were only 4,000 less than last year. The receipts of sheep fell off 23,000, while the receipts of hogs fell off about 50,000.

The quality of the hogs moving to market is fairly good, the average weight last week was 227 lbs., showing that the high price of feed stuffs has not prevented the finishing of the hogs in very good shape. The price continues high and compared with last year hogs are about 1½¢. per lb. higher; sheep, 2¢. higher, and lambs, 2½¢. higher. While these prices prevail as to livestock, the quotations for hog products show premiums on lard of 2½¢. @ 3¢., compared with last year; ribs, 2¼¢. @ 2½¢., and pork, \$3.25 @ 5.25 per bbl.

These prices, judging by the figures for the stocks, have affected the distribution and resulted in economies which are outweighing on hog products the decrease in the movement of hogs to market. The problem before the trade is naturally to what extent the movement of hogs will fall off in the next few months or the increase in distribution amount to which will result in bringing an encroachment on the already large stocks of product and force a change to a higher level of values for both livestock and product; or, on the other hand, will the movement of hogs keep up and bring about an effort to distribute the accumulations of product at lower values.

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The market on Thursday was very steady all the morning and was for a while influenced by early firmness in hogs. Later the market became very weak and affected by the demoralization in grains. There was a heavy break in contracts, this market closing at the lowest.

BEEF.—Trading was quiet all the week. The market is firm with small available supplies, but the demand is also on a limited scale. Quoted: Family, \$18@18.50; mess, \$15@16; packet, \$17@17.50; extra India mess, \$29@29.50.

PORK.—The market was dull with the tone at the close, Thursday, heavy on the break in the Western contract market. Mess is quoted at \$20.75@21; clear, \$19.25@20.25; family, \$20.50@21.

LARD.—The market has been heavy, showing a loss in values the past day of two, owing to the heaviness in the Western markets and the slow spot demand. City steam, 10½¢; Middle West, \$10.70@10.80; Western, \$11@11.05; refined Continent, \$11.35; South American, \$12; Brazil, kegs, \$13; compound lard, 9@9½¢.

SEE PAGE 39 FOR FRIDAY'S MARKETS.

EXPORTS OF HOG PRODUCTS.

Exports of hog products from New York reported up to Wednesday, May 15, 1912:

BACON.—Amsterdam, Holland, 47,570 lbs.; Antwerp, Belgium, 29,500 lbs.; Bremen, Germany, 12,774 lbs.; Bristol, England, 89,721 lbs.; Caibarien, Cuba, 38,360 lbs.; Colon, Panama, 5,104 lbs.; Hamburg, Germany, 29,834 lbs.; Hamilton, Bermuda, 3,065 lbs.; Havana, Cuba, 13,670 lbs.; Liverpool, England, 2,148,440 lbs.; London, England, 48,513 lbs.; Marseilles, France, 64,328 lbs.; Naples, Italy, 2,543 lbs.; Port au Prince, W. I., 1,642 lbs.; Port Soudan, 1,253 lbs.; Para, Brazil, 38,686 lbs.; Ravenna, Italy, 3,000 lbs.; Rio de Janeiro, Brazil, 17,050 lbs.; Rotterdam, Holland, 218,280 lbs.; St. Johns, N. F., 935 lbs.; Santiago, Cuba, 5,000 lbs.; Trieste, Austria, 6,000 lbs.; Venice, Italy, 12,964 lbs.

HAMS.—Antwerp, Belgium, 394,850 lbs.; Barcelona, Spain, 10,424 lbs.; Bremen, Germany, 6,840 lbs.; Bristol, England, 89,942

lbs.; Cadiz, Spain, 2,105 lbs.; Caibarien, Cuba, 6,056 lbs.; Callao, Peru, 2,494 lbs.; Ciudad Bolivar, Venezuela, 2,303 lbs.; Colon, Panama, 6,585 lbs.; Demerara, British Guiana, 5,501 lbs.; Glasgow, Scotland, 244,800 lbs.; Hamilton, Bermuda, 7,251 lbs.; Havana, Cuba, 21,647 lbs.; Jacmel, Haiti, 1,759 lbs.; La Guaira, Venezuela, 17,263 lbs.; Limon, C. R., 1,064 lbs.; Liverpool, England, 1,574,906 lbs.; London, England, 151,545 lbs.; Marseilles, France, 1,389 lbs.; Nassau, Bahamas, 2,851 lbs.; Paramaribo, Dutch Guiana, 1,623 lbs.; Port au Prince, W. I., 1,642 lbs.; Rotterdam, Holland, 1,800 lbs.; San Domingo, San Dom., 6,000 lbs.; Santander, Spain, 608 lbs.; Santiago, Cuba, 1,576 lbs.; Tampico, Mexico, 1,538 lbs.

LARD.—Acajutla, Salvador, 20,000 lbs.; Alagoa Bay, Cape Colony, 18,950 lbs.; Amapola, Honduras, 18,000 lbs.; Amsterdam, Holland, 8,241 lbs.; Ancona, Italy, 5,500 lbs.; Antwerp, Belgium, 115,727 lbs.; Barbadoes, W. I., 7,258 lbs.; Barcelona, Spain, 11,000 lbs.; Bremen, Germany, 642,800 lbs.; Bristol, England, 334,600 lbs.; Buenaventura, Colombia, 1,440 lbs.; Buenos Aires, A. R., 3,840 lbs.; Cadiz, Spain, 12,350 lbs.; Caibarien, Cuba, 48,657 lbs.; Callao, Peru, 2,000 lbs.; Cayenne, French Guiana, 1,500 lbs.; Colon, Panama, 4,231 lbs.; Corinto, Nicaragua, 5,000 lbs.; Cucuta, Colombia, 5,145 lbs.; Ciudad Bolivar, Venezuela, 72,127 lbs.; Curacao, Leeward Islands, 8,483 lbs.; Danzig, Germany, 123,000 lbs.; Emden, Germany, 17,760 lbs.; Glasgow, Scotland, 106,023 lbs.; Guayaquil, Ecuador, 5,572 lbs.; Hamburg, Germany, 922,090 lbs.; Hamilton, Bermuda, 1,409 lbs.; Havana, Cuba, 126,310 lbs.; Havre, France, 28,210 lbs.; Jacmel, Haiti, 119,698 lbs.; Koenigsberg, Germany, 6,200 lbs.; La Guaira, Venezuela, 130,941 lbs.; Las Palmas, 6,652 lbs.; Limon, C. R., 3,665 lbs.; Liverpool, England, 837,899 lbs.; London, England, 851,939 lbs.; Manchester, England, 91,575 lbs.; Marseilles, France, 21,621 lbs.; Messina, Sicily, 22,050 lbs.; Mollendi, Peru, 1,620 lbs.; Nassau, Bahamas, 19,460 lbs.; Newcastle, England, 7,190 lbs.; Port au Prince, W. I., 138,481 lbs.; Para, Brazil, 41,952 lbs.; Progreso, Mexico, 35,247 lbs.; Rio de Janeiro, Brazil, 1,000 lbs.; Rostock, Germany, 31,000 lbs.; Rotterdam, Holland, 831,389 lbs.; St. Johns, N. F., 2,565 lbs.; San Domingo, San Dom., 62,051 lbs.;

Santa Marta, Colombia, 29,651 lbs.; Sierre Leone, Africa, 31,347 lbs.; Singapore, Straits Settlements, 8,333 lbs.; Stettin, Germany, 18,800 lbs.; Sydney, Australia, 1,000 lbs.; Trieste, Austria, 165,000 lbs.

PORK.—Antwerp, Belgium, 10 tes.; Barbadoes, W. I., 100 bbls.; Colon, Panama, 30 bbls.; Dakar, Senegal, N. W. Africa, 10 bbls.; Demerara, British Guiana, 135 bbls.; Glasgow, Scotland, 175 bbls.; Hamburg, Germany, 140 bbls.; Havana, Cuba, 50 tes.; Jacmel, Haiti, 86 bbls.; Kingston, W. I., 33 bbls.; Limon, C. R., 3 bbls.; Liverpool, England, 118 tes.; London, England, 23 bbls.; Nassau, Bahamas, 66 bbls.; Port au Prince, W. I., 184 bbls.; St. Johns, N. F., 1,367½ bbls.; San Domingo, San Dom., 38 bbls.

SAUSAGE.—Ciudad Bolivar, Venezuela, 19 pa.; Colon, Panama, 84 bxs.; Curacao, Leeward Islands, 10 pa.; Havana, Cuba, 50 bxs.; Havre, France, 140 pa.; Liverpool, England, 20 pa.; Marseilles, France, 324 pa.; San Domingo, San Dom., 117 pa.

EXPORTS OF PROVISIONS

Exports of hog products for the week ending Saturday, May 11, 1912, with comparative tables:

PORK, BBLs.			
To—	Week ending May 11, 1912.	Week ending May 9, 1911.	From Nov. 1, '11, to May 11, 1912.
United Kingdom..	498	500	14,410
Continent	295	132	9,359
So. & Cen. Am..	474	361	10,633
West Indies	1,880	571	30,365
Br. No. Am. Col..	1,006	9	13,559
Other countries ..	.....	.....	152
Total	4,153	1,573	78,528

MEATS, LBS.			
United Kingdom..	5,205,750	5,412,075	181,020,493
Continent	942,650	1,423,800	27,964,805
So. & Cen. Am..	166,650	102,775	3,704,825
West Indies	442,250	219,350	9,123,000
Br. No. Am. Col..	4,800	.....	82,150
Other countries ..	2,800	.....	238,300
Total	6,764,900	7,165,600	222,133,573

LARD, LBS.			
United Kingdom..	4,589,450	3,729,150	145,076,197
Continent	4,229,920	6,140,600	156,053,510
So. & Cen. Am..	993,900	512,000	15,944,900
West Indies	1,627,300	615,500	29,611,375
Br. No. Am. Col..	3,180	4,360	727,580
Other countries ..	184,900	.....	1,271,900
Total	11,583,650	11,002,210	348,685,762

EXPORTS SHOWN BY STEAMERS.

Exports of commodities from New York to foreign ports for the week ending Thursday, May 9, 1912, as shown by A. L. Russell's report, are as follows:

Steamer and Destination.	Oil		Cottonseed		Bacon and		Tallow.	Beef.	Pork.	Lard.
	Cake.	Bags.	Oil.	Butter.	Hams.	Pkgs.				
Caronia, Liverpool	706	.....	.....	.....	1478	662	.....	.....	455	2902
Lusitania, Liverpool .....	.....	.....	.....	.....	622	.....	.....	133	.....	125
Winifredia, Liverpool .....	.....	.....	.....	.....	.....	.....	.....	65	.....	4
Baltic, Liverpool .....	.....	.....	.....	.....	2563	50	157	183	173	406
Minnetonka, London .....	.....	.....	5	.....	922	.....	75	40	355	10920
Exeter City, Bristol .....	.....	.....	.....	.....	177	.....	.....	.....	.....	4675
Kansas City, Bristol .....	.....	.....	.....	.....	140	.....	50	.....	.....	1550
Caledonia, Glasgow .....	.....	.....	100	.....	413	.....	.....	175	7	.....
Pretoria, Hamburg	550	235	.....	.....	45	.....	100	140	593	9068
Nieuw Amsterdam, Rotterdam..	16183	.....	.....	.....	575	100	90	50	1123	3584
Kursk, Libau .....	.....	.....	.....	.....	.....	60	.....	.....	.....	.....
Finland, Antwerp	2091	.....	.....	.....	735	.....	80	123	180	1500
Michigan, Antwerp	7437	.....	.....	.....	.....	.....	.....	.....	.....	.....
Kaiser Wil der Grosse, Bremen..	.....	.....	.....	.....	.....	.....	.....	.....	15	1200
Koenigin Luise, Bremen .....	.....	.....	.....	.....	.....	.....	.....	40	.....	200
Oscar II, Baltic .....	.....	.....	100	.....	52	59	250	.....	570	2275
La Provence, Havre .....	.....	.....	.....	.....	.....	.....	.....	.....	236	400
La Touraine, Havre .....	.....	.....	.....	.....	.....	.....	.....	.....	.....	300
Roma, Marseilles	320	450	.....	.....	110	.....	.....	.....	50	15
San Guglielmo, Mediterranean..	600
Alice	1815	50
Total	27287	2705	7832	931	975	796	3757	43430

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TALLOW, STEARINE, GREASE and SOAP

WEEKLY REVIEW

TALLOW.—A feeling of conservatism is still apparent and the trading during the past week has not been significant. In repetition of recent periods of spasmodic activity, the bulk of the demand was for the high grade tallows and the price basis was lowered slightly. This led to an inclination on the part of consumers to further reduce their bids, but the pressure to sell at the lower levels seemed relaxed. Supply and demand conditions are not thought to have been greatly affected during the last few weeks, although it seems as though sentiment is somewhat more bearish. Factors instrumental to a certain extent in this reversal of opinions has been the more hopeful grain crop outlook, political agitation and the flood conditions in the Mississippi Valley. This latter feature, however, seems to be gradually improving.

Following the easier undertone on this side, the reports of price cutting from abroad had been anticipated. There were 989 casks offered for sale at London this week but demand was slow, with only 386 casks purchased at unchanged to 6d. decline. The demand from foreign quarters for American tallows is confined mostly to the lower grades but their basis of quotations adheres closely to domestic prices and therefore small declines on this side do not bring about an important readjustment. Official statistics from Washington show that tallow exports for April were 2,785,000 lbs. against 2,954,000 lbs. last year. For the ten months ending April, however, exports are much above the previous season, amounting to approximately 33,000,000 lbs. and valued at \$1,996,000, compared with exports of 13,983,000 lbs. for the same period last year, which shipments were valued at \$960,000.

Prime city tallow was quoted at 6½¢@6¼¢; city special, 6½¢@7c. in hhds., and country tallow, 6¼¢@6¼¢c. nom. in tes., as to quality.

STEARINE.—Opinions are more divided and there is some unsettlement discernable. Demand is reported quiet and the bulk of the buying is by compound lard manufacturers. Exports of oleo oil for April were officially reported at 12,000,000 lbs., against 20,000,000 lbs. a year ago. For ten months shipments were 109,000,000 lbs., against 98,000,000 lbs. last year. Oleo stearine is quoted at 14c. nom.

SEE PAGE 39 FOR FRIDAY'S MARKETS.

GREASE.—The market is very quiet with the tone easier with the decline in other fats

Buyers are still pursuing a very conservative policy. Quotations: Yellow, 5¼¢@6¼¢c.; bone, 5½¢@6¼¢c.; house, 5¼¢@6c.; "B" and "A" white, nominal.

GREASE STEARINE.—Demand is easily satisfied. The trade is quiet and the tone barely steady. Yellow, 5¼¢@6¼¢c.; and white, 7c.

COCOANUT OIL.—The market is steadily held but the volume of business is very moderate. Buyers are cautious and taking only against requirements. Quotations: Cochin, 10c.; shipments, 9¾¢@10c.; Ceylon, 9¢@9¼¢c.; shipment, 9c.

PALM OIL.—The market is dull with a little lower prices quoted in some instances. Consumers are cautious and the volume of business moderate. Quoted: Prime red spot, 6¼¢c.; do., to arrive, 6¾¢@6¼¢c.; Lagos, spot, 6¾¢@7c.; to arrive, 6¢@6¾¢c.; palm kernel, 8¾¢c.; shipment, 8½¢@8¾¢c.

CORN OIL.—The market is quiet, but held steadily. Demand is slow, but there is no pressure and makers are not pressing supplies on the market. Prices are quoted at \$6.25@6.30 in car lots.

SOYA BEAN OIL.—The market is slow and about steady. There is very little pressure, but demand is slow and in moderate amounts. Spot is quoted at 6½¢@6¼¢c., while shipment oil is 6¾¢@6½¢c.

NEATSFOOT OIL.—The changes in the market have been very little of late with the tone about steady. Quotations: For 20 cold test, 95c.; 30 do., 85¢@88c.; 40 do., water white, 75¢@78c.; prime, 64c.; low grade off yellow, 61¢@62c.

OLEO OIL.—The demand has not been active but prices are well held and offerings on the market are only moderate. Choice is quoted at 13¾¢c.; New York, medium, 10c.; Rotterdam, 76¢@77 florins.

EXPORTS OF BEEF PRODUCTS.

Exports of beef products from New York reported up to Wednesday, May 15, 1912:

BEEF.—Antwerp, Belgium, 122 bbls.; Barbadoes, W. I., 70 bbls.; Bremen, Germany, 30 bbls.; Bristol, England, 50 tes.; Callao, Peru, 35 bbls.; Cayenne, French Guiana, 12½ bbls.; Colon, Panama, 63 bbls., 7 tes.; Curacao, Leeward Islands, 3 tes., 7 bbls.; Demerara, British Guiana, 50 bbls.; Halifax, N. S., 76 bbls.; Hamburg, Germany, 100 bbls.; Hamilton, Bermuda, 16 tes.; Jaemel, Haiti, 31 bbls.; Kingston, W. I., 34 bbls.; Limon, C. R., 20 bbls.; Liverpool, England, 394 tes., 40 bbls.; London, England, 60 tes.; Nassau, Bahamas, 29 bbls.; Newcastle, England, 25 bbls.; Paramaribo, Dutch Guiana, 4 tes.; Port au Prince, W. I., 39 bbls.; Rotterdam, Holland, 140 bbls.; St. Johns, N. F., 712 bbls.; San Domingo, San Dom., 8 bbls.; Sierra

Leone, Africa, 105 bbls.; Trieste, Austria, 25 bbls.

OLEO OIL.—Bremen, Germany, 180 tes.; Constantinople, Turkey, 25 bbls., 80 tes.; Hamburg, Germany, 835 tes.; Liverpool, England, 75 tes.; London, England, 140 tes.; Rotterdam, Holland, 2,275 tes.; St. Johns, N. F., 100 tes.; Smyrna, Turkey, 25 tes.

OLEO OIL.—From Baltimore, Md., to Rotterdam, Holland, 575 tes.

OLEOMARGARINE.—Barbadoes, W. I., 10,700 lbs.; Colon, Panama, 14,870 lbs.; Curacao, Leeward Islands, 5,004 lbs.; Demerara, British Guiana, 2,500 lbs.; Havana, Cuba, 3,456 lbs.; Jaemel, Haiti, 6,605 lbs.; Nassau, Bahamas, 3,270 lbs.; Port au Prince, W. I., 5,200 lbs.; San Domingo, San Dom., 10,260 lbs.; Santa Marta, Colombia, 1,115 lbs.

TALLOW.—Demerara, British Guiana, 4,078 lbs.; Havana, Cuba, 110,775 lbs.; Liverpool, England, 159,665 lbs.; London, England, 48,585 lbs.; Minsk, Russia, 25,931 lbs.; Rotterdam, Holland, 79,369 lbs.; Venice, Italy, 42,404 lbs.

TONGUE.—Bremen, Germany, 25 pa.; Hamburg, Germany, 6 pa.; Liverpool, England, 572 pa., 15 bbls.; London, England, 148 pa.

CANNED MEAT.—Algoa Bay, Cape Colony, 101 cs.; Amsterdam, Holland, 190 cs.; Bremen, Germany, 25 cs.; Bristol, England, 772 cs.; Caibarien, Cuba, 40 cs.; Cardiff, Wales, 200 cs.; Ciudad Bolivar, Venezuela, 185 pa.; Colon, Panama, 38 cs.; Curacao, Leeward Islands, 48 cs.; Glasgow, Scotland, 276 cs.; Hamburg, Germany, 50 cs.; Hamilton, Bermuda, 10 cs.; Havre, France, 50 cs.; La Guaira, Venezuela, 70 pa.; London, England, 257 cs.; Liverpool, England, 1,389 cs.; Manila, P. I., 50 pa.; Nassau, Bahamas, 125 cs.; Para, Brazil, 206 cs.; Port au Prince, W. I. 26 pa.; St. Johns, N. F., 1,100 cs.; Singapore, Strait Settlements, 281 cs.; Soerabaya, 143 cs.; Sydney, Australia, 20 pa.

OLEO OIL AND NEUTRAL LARD.

(Special Report to The National Provisioner.)

New York, May 16, 1912.—The provision markets during the week under review have been exceedingly strong. Hog arrivals continue below those of last year, and cattle arrivals continue small, with no promise of an improvement in that situation during the next few months. The supply of all kinds of animal fats is, hence, light, and prices are high all along the line. And while cotton oil had, for a few days, a slight setback, that article continues sky-high and is likely to be dear all through the summer. The turnover this week in oleo oil and neutral lard has been unusually small, and Europe has shown very little desire to enter, for the moment, into new engagements for these goods, but a resumption of business is expected in the near future.

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COTTON OIL CABLE MARKETS

Hamburg.

(By Cable to The National Provisioner.)

Hamburg, May 17.—Market weak. Quotations: Choice summer white oil, 71 marks; butter oil, 71¼ marks; summer yellow, 65 marks.

Rotterdam.

(By Cable to The National Provisioner.)

Rotterdam, May 17.—Market easy. Quotations: Prime summer yellow, 41 florins; choice summer white, 43 florins, and butter oil, 43 florins.

Antwerp.

(By Cable to The National Provisioner.)

Antwerp, May 17.—Market is weak. Quotations: Summer yellow, 82½ francs.

Marseilles.

(By Cable to The National Provisioner.)

Marseilles, May 17.—Market is dull. Quotations: Prime summer yellow, 85 francs; prime winter yellow, 91 francs; choice summer white oil, 92 francs.

Liverpool.

(By Cable to The National Provisioner.)

Liverpool, May 17.—Market is dull. Quotations: Prime summer yellow, 31½s.; summer yellow, 30½s.

SOUTHERN MARKETS

Atlanta.

(Special Wire to The National Provisioner.)

Atlanta, Ga., May 16.—Crude cottonseed oil steady at 45c, basis prime; stock practically exhausted. Meal dull at \$25, f. o. b. mills, for 7½ per cent. prime. Hulls, \$6 Atlanta, loose.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., May 16.—Cottonseed oil market dull; prime crude nominal at 48¾c. prime 8 per cent. meal steady at \$28 per short ton. Hulls dull at \$7.75@8, loose.

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., May 16.—Crude cottonseed oil easier, 46c. bid, 47c. asked; offerings light. Meal unchanged. Hulls steady at \$8 loose, \$10 sacked, New Orleans.

COTTONSEED MEAL TAX INVALID.

The Supreme Court of the State of Alabama last week rendered a decision reversing the Court of Appeals in the case of the State of Alabama vs. Lamar, declaring invalid the tax on cottonseed meal. The case against Lamar was for selling cottonseed meal containing 7½ per cent. of ammonia for fertilizer purposes without having attached to the package the tag tax prepared by the Commissioner of Agriculture and Industries.

It was a test case, and Lamar filed a petition with the judges of the City Court of Selma for a writ of habeas corpus, alleging that the complaint and warrant under which he was arrested charged no offense. He was released by the lower court, and the State thereupon appealed to the Appellate Court. That tribunal upheld the validity of the

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cottonseed meal tag tax, reversed the case and remanded it for a new trial. The appellant thereupon applied to the Supreme Court for a writ of certiorari, directing the lower court to show cause why the case should not be heard before the higher tribunal. This resulted in the case being taken before the Supreme Court, which has now reversed the Appellate Court and rendered a final decision.

The principal question involved was whether or not cottonseed meal is exclusively a fertilizer. The court held that inasmuch as cottonseed meal was used for other purposes than that of fertilizer, the State could not force the merchant selling it to use on the package the tag tax prepared by the Commissioner of Agriculture.

The agricultural department of Alabama has collected in the neighborhood of \$15,000 from the tax on cottonseed meal. There is no law requiring the State to refund this money, though collections in the future from this source will be abolished.

EXPELLER CRUSHERS MEET.

The National Expeller Cottonseed Crushers' Association held its convention last week at Atlanta, Ga. About fifty delegates were in attendance, representing mills in all the Southern States. The officers of the association are A. C. Boynton, Carthage, Tex., president; H. G. Cherry, Kansas City, Mo., vice-president; C. U. Dahlgren, Gloster, Miss., vice-president; D. G. Dumas, Atlanta, secretary and treasurer.

The association is only two years old, but

has a membership of seventy-five mills throughout the South. It was organized in March, 1910, in Dallas, Tex., with only thirty mills. The mills of this organization use the expeller process of extracting oil, which they claim is more effective and economical.

ANOTHER BOLL WEEVIL BULLETIN.

The special committee of the Inter State Cotton Seed Crushers' Association appointed two years ago to consider means to increase the yield of cotton per acre, has issued another of its practical bulletins to farmers on the boll weevil problem. It deals with the plan of fighting the boll weevil by proper cultivation methods, and describes these methods at length. It gives detailed directions and advice and reports the results achieved by a number of planters whose names are given. Copies of this bulletin may be had in quantities upon application to the chairman, J. M. Macdonald, Proctor & Gamble Co., Cincinnati, O.

CRUSHERS' CONVENTION DATES.

The dates for the annual convention of the Inter State Cotton Seed Crushers' Association, which was to have been held at New Orleans next week, have not yet been decided upon by the Executive Committee of the association. Postponement was due to flood conditions in Louisiana, and these have not yet cleared up sufficiently to enable the committee to decide upon the new dates for the convention. Due notice will be given when the dates are decided on.

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COTTONSEED OIL

WEEKLY REVIEW

THE NATIONAL PROVISIONER is official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association, and the Louisiana Cottonseed Crushers' Association.

Trade Quieter—Prices Irregular—Undertone Not Weak—Speculators Sold—Consuming Inquiry Light But Supplies Not Pressed—Cotton and Lard Markets also Irregular.

Still laboring to an impressive extent under the influence of speculative conditions, there were erratic fluctuations during the past week. A great deal of the excitement abated, however, and on this account the range of values was confined to narrower limits, although a great deal of interest is still manifested in the dealings. The tendency of values has not been pronounced but withal, holders of oil were not discouraged and evidently having the advantage of large accrued paper profits or else gains already realized by actual liquidation in the past, they are brimful of confidence.

In the course of the week it is believed by shrewd judges that outstanding commitments both of a speculative character and otherwise, were reduced. Prominent in the liquidation at intervals were western interests and also scattered holders who for various reasons deemed it wise to temporarily, at least, abandon their position on the bull side. Frequent reactionary periods occurred in the pure lard market at the West, outside frenzied buying of cottonseed oil ceased, while it was the consensus of opinion that cotton conditions had undergone normal improvement during the week. Latterly, the consuming inquiry for cottonseed oil further subsided, but it was the comparative steadiness of

prices in face of these developments which partially served to encourage the believers in higher levels.

A feature which some authorities were inclined to minimize but which was regarded significantly by many was the origin of the buying orders on the setback. Brokers who were thought to be acting for prominent refining shorts absorbed considerable of the offerings and the buying from this source as prices receded proved a sustaining factor. It has been contended for several months, in

bilities of this buying again cropping up, whether on a small advance or decline, lessened the inclination to sell aggressively.

It is not astonishing that cognizance was taken of the lull in the consuming inquiry for cottonseed oil but the fact was freely commented upon that the lowering of values was comparatively moderate in view of this apathetic demand and other bearish features alluded to above. It is ostensible that underlying conditions have not been radically changed with crude being sold only sparingly at all southern points. Further advices were received of additional mill closings, but these are not unexpected and to be looked for with the termination of the season. The effect of higher prices for oil was again illustrated in the renewal of claims which were probably more emphatic this time, of re-selling by consumers. It is not supposed in most quarters that this state of affairs is general, although usually well informed students of the situation assert that the willingness to re-sell is surely not a stimulating feature at this time, particularly as the offers are received from both domestic and foreign centers. Authentic statistics are naturally unobtainable as to the aggregate amount which has been returned to distributors and estimates vary considerably from 10,000 barrels to a much higher amount as the aggregate quantity of oil re-sold or otherwise cancelled. Meanwhile bulls adhere to their previous declaration that the situation is not altered by this feature as cottonseed oil is well sold ahead and that at the close of the season the supplies to be carried over will be far from

Crushers' Convention Number

Because of the postponement of the convention of the Inter State Cotton Seed Crushers' Association many inquiries have come to The National Provisioner as to the date of our Convention Number. Advertisers and others are notified that this issue will appear on the Saturday following the convention, whenever that may be, and will contain the full official report of the convention proceedings.

fact, it is natural that these contracts should be re-purchased or else the actual oil delivered, but there was a difference of opinion as to just what method of procedure would be followed. The assumption, therefore, was on the first appearance of these buying orders that the oil previously sold in the future market would be covered and with the possi-

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burdensome. Exports on old contracts continue their ratio of gain over last season. The Bureau of Statistics at Washington for the ten months ending April placed the exports at 363,046,000 lbs., against 182,346,000 lbs. for the same period in 1911. The value of these exports was \$21,747,000, against \$14,093,000 last year.

While climatic conditions through the South were not propitious during the last week as there were excessive rains over scattered areas, most reports would indicate improvement in many sections. This is not surprising as many of the recent accounts have been extremely bad and of course some advancement is to be expected. From Texas and Oklahoma the crop dispatches are optimistic on the average and from the Carolinas and Arkansas the next favorable reports received their origin. The bulk of complaints, therefore, would seem to be confined to the lower Mississippi Valley and parts of Alabama and Georgia with the plant still going through a crucial stage. In other words, with extremely satisfactory conditions during the next few weeks the tenor of crop advices will probably be modified considerably or vice versa. Amazement was discernible in some circles because of the statement from Washington that the area last season was 36,661,000 acres instead of 35,004,000 acres as at first given. It was officially reported that the area picked was 36,045,000 acres and the average yield per acre 207.7 lbs. There is already discussion concerning the coming Government report which is scheduled for June 4. Everywhere a bullish document is being anticipated, due to the backward start and the smaller acreage, although in the meantime the weather experienced until May 25, the average date of compilation of that report, and the week following will tend to add to or diminish the effect of the Government figures. Doubtlessly the larger area given over to cotton last season will have to be considered when the per-

centage of curtailment in the acreage is thought of.

Closing prices, Saturday, May 11, 1912.—Spot, \$7.28; May, \$7.14@7.20; June, \$7.16@7.20; July, \$7.20@7.22; August, \$7.24@7.26; September, \$7.27@7.28; October, \$7.25@7.26; November, \$6.73@6.85; December, \$6.65@6.66. Futures closed unchanged to 2 decline. Sales were: May, 300; \$7.15@7.07; June, 500, \$7.18@7.17; July, 1,100, \$7.21@7.20; August, 500, \$7.24; September, 4,300, \$7.27@7.26; October, 1,300, \$7.25@7.24. Total sales, 8,000 barrels. Good off, \$6.90@7.15; off, \$6.95@7; reddish off, \$6.80@7; winter, \$7.20@8.50; summer, \$7.20@8; prime crude S. E., \$6.07@6.13; prime crude, Valley, \$6.27; prime crude, Texas, \$6.27.

Monday, May 13, 1912.—Spot, \$7.10@7.30; May, \$7.14@7.29; June, \$7.16@7.19; July, \$7.21@7.23; August, \$7.24@7.26; September, \$7.28@7.29; October, \$7.25@7.26; November, \$6.78@6.80; December, \$6.67@6.70. Futures closed unchanged to 5 advance. Sales were: July, 4,500, \$7.23@7.19; August, 1,800, \$7.25@7.23; September, 5,700, \$7.29@7.25; October, 3,300, \$7.26@7.23; November, 200, \$6.78; December, 600, \$6.71@6.66. Total sales, 16,100 bbls. Good off, \$6.90@7.15; off, \$6.95@7.02; reddish off, \$6.82@6.90; winter, \$7.20@7.85; summer, \$7.30@8; prime crude S. E., \$6.08 sales; prime crude, Valley, \$6.17; prime crude, Texas, \$6.17.

Tuesday, May 14, 1912.—Spot, \$7.20@7.60; May, \$7.35@7.37; June, \$7.16@7.19; July, \$7.34@7.36; August, \$7.40@7.42; September, \$7.43@7.45; October, \$7.39@7.42; November, \$6.85@6.89; December, \$6.74@6.75. Futures closed 7 to 21 advance. Sales were: May, 300, \$7.35@7.25; June, 200, \$7.20; July, 2,900, \$7.34@7.26; August, 2,900, \$7.42@7.32; September, 3,100, \$7.46@7.35; October, 1,600, \$7.35@7.32; December, 100, \$6.73. Total sales, 11,400 bbls. Good off, \$7.07@7.25; off, \$7.09@7.11; reddish off, \$6.99@7; winter, \$7.35@8.50; summer, \$7.40@8.50; prime crude

S. T., \$6.08@6.13; prime crude, Valley, \$6.27; prime crude, Texas, \$6.27.

Wednesday, May 15, 1912.—Spot, \$7.25@7.40; May, \$7.27@7.34; June, \$7.26@7.32; July, \$7.32@7.34; August, \$7.38@7.40; September, \$7.42@7.44; October, \$7.37@7.38; November, \$6.82@6.87; December, \$6.69@6.72. Futures closed 1 to 8 decline. Sales were: May, 400, \$7.30; July, 2,600, \$7.36@7.33; August, 1,600, \$7.43@7.39; September, 2,000, \$7.48@7.44; October, 1,700, \$7.42@7.37; December, 200, \$6.75@6.72. Total sales, 8,600 bbls. Good off, \$7.07@7.35; off, \$7.03@7.05; reddish off, \$6.92@6.93; winter, \$7.30; summer, \$7.30; prime crude S. E., \$6.13@6.20; prime crude, Valley, \$6.27; prime crude, Texas, \$6.27.

Closing prices, Thursday, May 16, 1912.—Spot, \$7.10@7.27; May, \$7.15@7.25; June, \$7.15@7.17; July, \$7.18@7.20; August, \$7.24@7.26; September, \$7.29@7.30; October, \$7.26@7.27; November, \$6.70@6.75; December, \$6.62@6.65. Sales were: June, 700, \$7.25@7.15; July, 3,400, \$7.32@7.19; August, 2,100, \$7.38@7.27; September, 7,800, \$7.39@7.29; October, 1,700, \$7.36@7.25; December, 200, \$6.65@6.63. Total sales were 16,000 bbls. Good off, \$6.80@7.15; off, \$6.90@7.02; reddish off, \$6.80@6.90; winter, \$7.25; summer, \$7.25@8; prime crude S. E., \$6 nom.; prime crude, Valley, \$6.27 nom.; prime crude, Texas, \$6.27 nom.

SEE PAGE 39 FOR FRIDAY'S MARKETS.

GEORGIA CRUSHERS TO MEET.

The annual convention of the Georgia Cottonseed Crushers' Association will be held this year, as last, at Atlantic Beach, Fla., the dates being June 17 and 18. The meeting at Atlantic Beach last year was such a success that the members voted almost unanimously to go there again this year.

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OR DELIVERED ANYWHERE IN THIS COUNTRY OR EUROPE.**COTTONSEED OIL EXPORTS**

Exports of cottonseed oil reported for the week up to May 15, 1912, for the period since September 1, 1911, and for the same period a year ago, were as follows:

From New York.	For week.	Since Sept. 1, 1911.	Same period, 1910-11.
Ports.	Bbls.	1911.	1910-11.
Aarhus, Denmark	—	25	—
Aberdeen, Scotland	—	78	300
Acapulco, Salvador	—	234	171
Accra, W. Africa	—	160	—
Alexandretta, Syria	—	18	—
Alexandria, Egypt	—	4,804	1,213
Algiers, Algeria	—	298	147
Algoa Bay, Cape Colony	—	281	37
Amapola, Honduras	4	23	12
Amsterdam, Holland	—	627	—
Ancona, Italy	—	2,874	1,695
Antigua, W. I.	—	30	154
Antilla, W. I.	—	50	—
Antofagasta, Chile	—	35	17
Antwerp, Belgium	—	6,841	2,622
Arendal, Norway	—	50	—
Arica, Chile	—	168	228
Asuncion, Venezuela	—	17	21
Auckland, N. Z.	10	804	102
Aux Cayes, Haiti	—	4	17
Azuza, W. I.	—	244	417
Bahia, Brazil	—	409	508
Bahia Blanca, A. R.	—	172	96
Barbados, W. I.	—	598	891
Barl, Italy	—	161	—
Beira, E. Africa	—	400	61
Belrut, Syria	—	24	518
Belfast, Ireland	—	—	50
Belgrade, Servia	—	—	50
Bergen, Norway	—	1,655	710
Birkenhead, England	—	100	—
Bordeaux, France	—	1,830	1,125
Braila, Roumania	—	700	1,335
Bremen, Germany	—	1,275	60
Bristol, England	—	50	25
Buenos Aires, Argentina	386	10,374	9,838
Bukharest, Roumania	—	—	450
Calbarien, Cuba	9	9	11
Cairo, Egypt	—	454	14
Camaguey	—	24	—
Cape Town, Africa	—	9	—
Cardenas, Cuba	—	1,558	3,453
Cartagena, Colombia	—	14	19
Carpano, Venezuela	—	—	7
Casablanca, Venezuela	—	290	—
Cavella	—	25	—
Cayenne, Fr. Guiana	—	552	847
Ceara, Brazil	—	19	151
Christiania, Norway	—	5,049	1,800
Christiansund, Norway	—	100	—
Cienfuegos, Cuba	—	170	247
Colon, Panama	100	1,733	2,089
Constantinople, Turkey	—	13,916	15,517
Constanta, Roumania	—	100	—
Copenhagen, Denmark	—	7,862	4,580
Corinto, Nicaragua	—	73	73
Cork, Ireland	—	400	825
Corral	—	207	—
Cristobal, Panama	—	321	—
Cueuta, Colombia	3	13	—
Curacao, Leeward Islands	3	88	58
Danzig, Germany	—	30	—
Dedagatch, Turkey	—	1,740	953
Delagon Bay, Africa	—	206	426
Demerara, Br. Guiana	44	1,900	1,675
Dominica, W. I.	—	62	—
Drontheim, Norway	—	210	350
Dublin, Ireland	—	3,199	2,075
Dunedin, N. Z.	—	9	61
Dunkirk, France	—	—	250
Falmouth, W. I.	—	—	7
Fiume, Austria	—	925	300

Frederickshald, Norway	—	105	—	Pernambuco, Brazil	—	19	—
Fremantle, Australia	—	—	9	Phillippeville, Algeria	—	—	97
Galatz, Roumania	—	6,535	4,425	Piraeus, Greece	—	30	225
Gallipoli, Turkey	—	150	130	Plantation	—	5	—
Genoa, Italy	—	26,755	29,593	Port Antonio, W. I.	—	76	105
Gibraltar, Spain	—	150	369	Port au Prince, W. I.	3	372	230
Glasgow, Scotland	120	5,094	4,276	Port Barrios, C. A.	—	59	19
Gonaives, Haiti	—	4	3	Port Limon, C. R.	—	222	516
Gothenberg, Sweden	—	1,908	1,175	Port Maria, W. I.	—	—	24
Grand Papo	—	76	—	Port of Spain, W. I.	—	1	75
Grenada, W. I.	—	83	7	Port Said, Egypt	—	500	406
Guadeloupe, W. I.	—	1,804	2,279	Porto Cortez, Honduras	—	7	—
Guantanamo, Cuba	—	39	21	Preston, England	—	25	—
Guayaquil, Ecuador	—	—	9	Progreso, Mexico	40	40	68
Hamburg, Germany	61	3,132	2,300	Puerto, Mexico	—	150	—
Havana, Cuba	—	736	2,701	Puerto Plata, S. D.	—	621	289
Havre, France	—	9,257	4,255	Punta Arenas, C. R.	—	400	4
Helsingborg, Sweden	—	100	—	Ravenna, Italy	121	1,946	1,835
Helsingfors, Finland	—	20	53	Rio Janeiro, Brazil	103	2,950	6,454
Hersens, Denmark	—	75	—	Rodosto, A. R.	—	735	325
Hull, England	—	732	—	Rosario, A. R.	—	666	19
Iquique, Chile	—	94	323	Rotterdam, Holland	122	46,314	22,119
Jacmel, Haiti	—	4	32	St. Croix, W. I.	—	3	3
Jamaica, W. I.	—	—	11	St. Johns, N. F.	—	96	86
Jeremie, Haiti	—	4	—	St. Kitts, W. I.	—	106	139
Kavalya, Turkey	—	—	25	St. Thomas, W. I.	—	29	29
Kingston, W. I.	63	3,788	2,495	Salonica, Turkey	—	4,630	3,006
Kobe, Japan	—	6	—	Sanchez, San Dom.	—	36	—
Koenigsberg, Germany	—	145	—	San Domingo, S. D.	407	1,445	47
Kustendji, Roumania	—	2,950	3,125	Santiago, Chile	14	621	869
Lagos, Nigeria	—	66	—	Santiago, Chile	—	66	—
La Guaira, Venezuela	—	22	15	Santos, Brazil	—	1,280	133
La Libertad, Salvador	—	4	—	Savannilla, Colombia	—	6	4
La Paz, A. R.	—	—	30	Sekondi, Africa	—	9	—
La Plata, A. R.	—	40	43	Sereua, Chile	—	20	—
Leghorn, Italy	—	6,668	8,029	Smyrna, Turkey	—	2,057	3,690
Leipsig, Germany	—	38	—	Southampton, England	—	1,370	1,075
Leith, Scotland	—	75	75	Stavanger, Norway	—	25	—
Limon, C. R.	28	345	—	Stettin, Germany	—	1,005	—
Liverpool, England	237	29,500	10,502	Stockholm, Sweden	—	575	700
London, England	5	7,184	7,147	Surlingham, Dutch Guiana	—	908	37
Lytelton, N. Z.	—	—	54	Sydney, Australia	5	4,126	272
Macoris, S. D.	—	601	1,488	Syracuse, Sicily	—	—	60
Malmö, Sweden	—	350	65	Tampico, Mexico	—	21	—
Malta, Island of	274	2,751	3,211	Tangier, Morocco	—	6	—
Manchester, England	—	6,373	5,098	Tonsberg, Norway	—	150	—
Manila, P. I.	—	9	—	Trebizond, Armenia	—	20	97
Maracaibo, Venezuela	—	9	—	Trieste, Austria	354	10,723	5,414
Marseilles, France	537	22,756	12,932	Trinidad, Island of	—	293	369
Martinique, W. I.	—	3,662	3,848	Tripoli, Tripoli	—	10	50
Massawa, Arabia	—	—	19	Tumaco, Colombia	—	88	—
Matanzas, W. I.	—	72	99	Tunis, Algeria	—	—	721
Mauritius, W. I.	—	—	10	Valetta, Maltese Island	—	425	—
Melbourne, Australia	—	211	79	Valparaiso, Chile	278	6,757	7,333
Mersina, Turkey	—	71	—	Varna, Bulgaria	—	—	47
Monrovia, Africa	—	—	9	Venice, Italy	1,616	35,838	22,710
Montego Bay, W. I.	—	52	64	Vera Cruz, Mexico	—	290	481
Monte Cristi, San Dom.	—	—	335	Wellington, N. Z.	—	215	113
Montevideo, Uruguay	1,047	7,959	5,324	Yokohama, Japan	—	16	33
Naples, Italy	—	6,213	5,595	Zanzibar, Zanzibar	—	47	—
Newcastle, England	—	213	125	Total	6,104	387,219	261,563
Nuevitas, Cuba	—	19	24				
Nipe, Cuba	—	—	10				
Norrköping, Sweden	—	60	—				
Odessa, Russia	—	—	25				
Oran, Algeria	—	1,926	264				
Panama, Panama	—	6	3				
Panderna, Asia	—	610	—				
Para, Brazil	—	38	6				
Paramaribo, Dutch Guiana	—	45	3				
Pasto, Colombia	—	7	—				
Patras, Greece	—	325	—				

From New Orleans.

Antwerp, Belgium	—	11,245	2,215
Belfast, Ireland	—	380	125
Bremen, Germany	—	1,160	670
Bristol, England	—	50	—
Christiania, Norway	—	10,300	13,425
Colon, Panama	—	50	62
Copenhagen, Denmark	—	925	700

TRIBBLE & CO., Inc.

Brokers in

**COTTONSEED PRODUCTS and
FERTILIZER MATERIALS**
AUGUSTA, GEORGIA.

**SCIENTIFIC
OIL MILL
MACHINERY**

SEND FOR CATALOGUE

THE BAUER BROS. CO. FORMERLY
THE FOOS MFG. CO.

ESTABLISHED 1878

SPRINGFIELD, OHIO, U.S.A.

Cristobal, Panama	—	—	500
Dunkirk, France	—	—	200
Genoa, Italy	—	850	188
Glasgow, Scotland	—	2,525	955
Gothenberg, Sweden	—	1,350	750
Hamburg, Germany	431	21,852	3,505
Havana, Cuba	100	1,596	387
Havre, France	200	3,915	1,255
Hull, England	—	50	—
Kingston, W. I.	—	100	—
Liverpool, England	—	23,887	3,046
London, England	600	14,986	6,687
Manchester, England	—	2,071	1,250
Manzanillo, Cuba	—	—	35
Marseilles, France	—	5,600	1,275
Port Limon, C. R.	—	60	—
Progreso, Mexico	—	715	33
Rotterdam, Holland	—	135,750	20,333
Stavanger, Norway	—	1,040	1,020
Tampico, Mexico	—	330	300
Trieste, Austria	—	320	—
Venice, Italy	—	—	500
Vera Cruz, Mexico	—	1,406	706
Total	1,331	241,731	60,312

From Galveston.

Antwerp, Belgium	—	2,330	—
Bremen, Germany	—	1,212	—
Genoa, Italy	—	50	—
Hamburg, Germany	—	2,748	—
Havana, Cuba	—	100	—
Manchester, England	—	—	500
Rotterdam, Holland	—	9,950	200
Vera Cruz, Mexico	—	450	6,902
Total	—	16,840	7,602

From Baltimore.

Antwerp, Belgium	100	2,200	—
Bremen, Germany	55	55	—
Bremerhaven, Germany	—	180	—
Constanta, Roumania	—	50	—
Constantinople, Turkey	—	750	—
Hamburg, Germany	—	3,001	1,710
Liverpool, England	—	150	100
London, England	—	255	100
Malta, Island of	—	400	—
Rotterdam, Holland	—	955	200
Total	155	7,996	2,110

From Philadelphia.

Hamburg, Germany	—	440	379
Liverpool, England	—	3,283	—
Rotterdam, Holland	—	435	—
Total	—	4,158	379

From Savannah.

Antwerp, Belgium	—	1,983	1,265
Bremen, Germany	—	102	—
Cork, Ireland	—	—	50
Hamburg, Germany	—	9,777	2,294
Havre, France	—	5,706	2,145
Liverpool, England	—	26,879	15,310
London, England	—	3,400	3,113
Manchester, England	—	51	—
Rotterdam, Holland	—	31,335	18,832
Total	—	83,081	41,009

From Newport News.

Hamburg, Germany	—	4,945	900
Liverpool, England	—	1,300	100
London, England	—	—	800
Rotterdam, Holland	—	7,065	100
Total	—	13,285	1,900

From Norfolk.

Glasgow, Scotland	—	3,060	1,400
Hamburg, Germany	—	1,769	—
Liverpool, England	—	7,524	725
London, England	—	6,863	1,200
Rotterdam, Holland	—	13,060	800
Total	—	31,302	4,125

From All Other Ports.

Canada	—	121	7,783
Liverpool, England	—	2,410	10
London, England	—	135	—
Manchester, England	—	300	—
Mexico (including overland) ..	443	43,774	42,362
Total	443	46,739	50,155

Recapitulation.

From New York	6,104	387,219	261,563
From New Orleans	1,331	241,731	60,312
From Galveston	—	16,840	7,602
From Baltimore	155	7,996	2,110
From Philadelphia	—	4,158	379
From Savannah	—	83,081	41,009
From Newport News	—	13,285	1,900
From Norfolk	—	31,302	4,125
From all other ports	443	46,739	50,155
Total	8,033	832,351	429,155

OCEAN FREIGHTS.

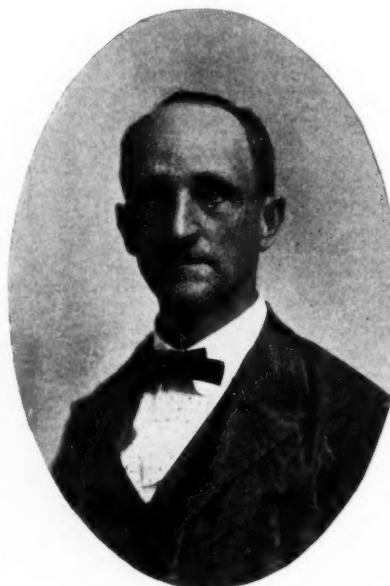
	Liverpool, Per Ton.	Glasgow, Hamburg, Per Ton.	Hamburg, Per 100 lbs.
Beef, per tierce	17/6	20/	@28c.
Oil Cake	12/6	14c.	@17c.
Bacon	17/6	20/	@26c.
Lard, tierces	17/6	20/	@26c.
Cheese	25/	25/	@48c.
Canned meats	17/6	20/	@26c.
Butter	30/	30/	@48c.
Tallow	17/6	20/	@26c.
Pork, per barrel	17/6	20/	@26c.

DEATH OF MAJOR F. H. BAILEY.

Major F. H. Bailey, former president of the Inter State Cotton Seed Crushers' Association, and one of the best loved men in the cottonseed products industry, died on Wednesday, May 15, at Paris, Tex., after an illness of long standing.

He was born in Houston, Tex., in 1840, and studied law, and as a young man practiced it as a profession, becoming interested also in local municipal affairs. He later moved to Hearne, Tex., where he took an active part in local affairs and became mayor of that city. Later he moved to Paris, where he became a member of the city council and afterwards mayor of that city also. He was always the public-spirited citizen rather than the politician.

He had been actively engaged in the cottonseed oil business for the past twenty-five



THE LATE MAJOR F. H. BAILEY.

years, formerly being connected with the American Cotton Oil Company interests in Texas, and later identified with companies, of which he was the head, at Clarksville, New Boston, Anona, Shamrock, and more recently with the Lamar Cotton Oil Company at Paris, Tex., having been at the head of this organization for the past ten years.

He had always been an active member of the various cottonseed oil associations, having been president of the Texas Cotton Seed Crushers' Association, and also president of the Inter State Cotton Seed Crushers' Association, and had been during the period of his connection with the industry actively engaged in every movement in the interest of and for the welfare of the business. He gave much of his time and ability to the furtherance of the prosperity of the industry, and was always prominent as a member of the most important committees of various associations. He was the type of the thoroughly honest and high-minded business man, and his associates and the fraternity at large held him in unbounded respect.

Major Bailey served in the Civil War on the Confederate side, and rose to the rank of major. He was alive to all public questions, and took an important part in matters of the day and rose to prominence in the communities in which he lived, and those who knew him well had for him unbounded love

and respect. He leaves four sons and a daughter to mourn his loss. By the death of Major Bailey the cottonseed products industry loses a conscientious worker and a good man.

COTTONSEED OIL EXPORTS.

Exports of cottonseed oil from the United States for the month of April, according to preliminary figures of the Bureau of Statistics of the Department of Commerce and Labor, were as follows, compared to the same month of last year, and of the previous heavy export year:

	Bbls.
April, 1912	100,066
April, 1911	78,578
April, 1909	69,719

For the ten months ending with April the preliminary figures are given as follows, compared as before:

	Bbls.
Ten months, ending April, 1912	968,122
Ten months ending April, 1911	486,257
Ten months ending April, 1909	897,044

Corrected government reports of exports of cottonseed oil for the month of March, compared to a year ago and to the previous heavy export year, are as follows: March, 1912, 130,149 bbls.; March, 1911, 68,048 bbls.; March, 1909, 114,701 bbls.

For the nine months ending with March the corrected returns are as follows, compared to previous seasons: 1912, 874,534 bbls.; 1911, 407,679 bbls.; 1909, 827,324 bbls.

Corrected reports of exports by countries of destination for March, 1912, compared to March, 1911, are as follows, in pounds:

Exported to—	Mar., 1912. Lbs.	Mar., 1911. Lbs.
United Kingdom	6,306,069	4,457,138
Austria-Hungary	1,623,500	150,546
Belgium	859,988	150,088
France	2,486,657	1,967,327
Germany	3,780,718	655,548
Italy	6,814,844	3,154,964
Netherlands	12,381,703	2,873,803
Norway	153,081	—
Turkey in Europe	2,635,490	—
Other Europe	1,189,205	4,069,148
Canada	2,857,907	1,048,928
Mexico	2,390,166	1,681,964
Cuba	390,791	240,305
Other W. Indies and Bermuda ..	822,892	914,200
Argentina	1,327,807	1,017,195
Brazil	490,691	412,109
Chile	206,692	1,025,304
Other South America	884,961	563,939
Other countries	1,193,058	989,379
Total, lbs.	48,805,850	25,401,885

For the nine months ending with March the corrected reports are as follows, with comparisons, in pounds:

Exported to—	9 mos. ending Mar., 1912. Lbs.	1911. Lbs.
United Kingdom	62,586,790	21,669,316
Austria-Hungary	7,408,961	1,718,124
Belgium	8,339,434	1,618,968
France	21,504,360	8,236,086
Germany	29,103,509	5,026,150
Italy	27,360,414	22,048,705
Netherlands	89,029,937	20,237,646
Norway	5,828,379	—
Turkey in Europe	10,402,321	—
Other Europe	10,671,734	19,462,423
Canada	12,854,259	9,419,868
Mexico	22,638,450	18,223,954
Cuba	1,681,679	2,321,705
Other W. Indies and Bermuda ..	6,601,739	5,767,043
Argentina	5,647,148	2,757,626
Brazil	1,937,061	2,568,253
Chile	3,403,434	3,726,884
Other South America	3,828,983	3,246,205
Other countries	6,541,813	5,122,768
Total, lbs.	327,950,414	153,172,414

*Not separately reported.

Want a good position? Watch the "Wanted" page for the chances offered there.

HIDES AND SKINS

(DAILY HIDE AND LEATHER MARKET)

Chicago.

PACKER HIDES.—The further strength that has developed this week in all varieties continues to be maintained, and a fair amount of business has been effected at the last advances, but there is some hesitancy now on the part of buyers to follow the market further in its upward tendency, and most harness and upper leather tanners are holding off on account of the advances asked. The largest sole leather tanner is also reported as an indifferent buyer at present. Native steers continue strong at the last selling price of 17c. for May salting, and most packers are now talking that they will not sell any more Mays partly ahead at 17c., asking 17½c., as they are more anxious to sell what February, March and April hides they still have on hand and which could be shipped promptly. One packer declined a bid of 17c. for the entire month of May salting at St. Louis. February, March and April are held from 16@16½c. Texas steers continue strong on the basis of last sales at 17c. for heavies, 16½c. for lights and 15½c. for extremes. Three packers are offering more heavy Texas at 17c. Butt brands last sold at 16c. for May salting, and two packers offer more Mays at this price. Colorados have now advanced the ¼c. previously obtained on other varieties, and four cars of May Colorados have sold at 15½c. Branded cows, as noted previously, are reported to have sold up to 15½c., possibly in combination with May light native cows at 16½c., but not fully confirmed. Bids of 15½c. refused. Native cows continue decidedly strong, with last reported sales of light weights as previously noted at 16½c., but a large Wisconsin tanner credited with buying these denies purchasing any May light cows at 16½c. At any rate the market on May light cows is quotably strong at 16¼@16½c., and packers hold their May heavy cows at 16½c. Native bulls are inactive at 13c. asked for stock running back to February 1, and there are not many bids at 12½c. for these. Last sales of summer salting ahead were at 14c. Branded bulls rule steady at around 11½c., including Northern points.

Later.—Reported Pittsburgh packer May native steers sold 17½c., possibly to a local tanner.

Later.—Pronounced strength continues: 2,000 May native steers sold at 17½c., and two cars of late March native steers sold at 16½c. More inquiry for spread native steers, and it is believed that some spreadies were included in the reported Pittsburgh packer sale of May native steers at 17½c. Some packers here would entertain bids of 17½c. to include June native steers flat for grubs along with Mays. One packer refused 19c. for March, April and May spread native steers containing very few Marches, and is asking 19½c. Packers hold at 22c. for June to January spread steers, and have declined bids of 20c.

COUNTRY HIDES.—The market is rather mixed, and price can only be quoted at a rather wide range owing to the fact that all long-haired stock in dealers' hands can be secured at at least ½c. less than rates which dealers are willing to sell late receipts ahead which will run partly short haired. The Chicago dealers are well engaged in making deliveries of about 25 carloads of different varieties which they sold in all last week. Most dealers decline to name prices for hides for June delivery owing to the pronounced strength of the packer market on May salting, and those who are willing to sell somewhat ahead demand prices that are on the

basis of 14c. for buffs. Buffs last sold at 13½c. for a single car, running practically all long-haired No. 2s at 12½c., as noted yesterday, but better lots are not obtainable under 13¾c., and for all late receipts for early June delivery dealers will not sell under 14c., and some will not offer these. Heavy cows are in the same position as buffs, and quoted at 13½@13¾c. and up to 14c. ahead. Extremes rule at different prices according to lots. One car, as noted yesterday, of all long haired, mostly grubby stock, sold at 14½c., but good stock is firm at 14½@14¾c. Heavy steers continue quiet, but are quoted nominally firmer at 13½@14c. as to lots. Bulls are dull, but mostly held at 11¼@11½c., with some 11c. bids reported refused. Branded hides are especially strong in the Southwest and held at further advances.

Later.—A few cars of all long-haired buffs and heavy cows are offered at 13½c., and extremes at 14½c., but late receipts ahead are held ½c. higher.

CALFSKINS strong, as evidenced by recent trading in packers at 22c., and unsuccessful efforts to buy straight Chicago cities under 20½c., which is the firm holding price. Some so-called cities, being a mixture of good quality skins, have been offered down to 20c. Outside cities are generally held firm at around 20c., with 19½@19¾c. quoted for these containing good countries. A packer sold 10,000 March-April kips at 15½c. flat from all points, following the sale of calfskins noted yesterday at 22c., which ran 6-lb. and up, as usual. Later salting packer kips are held higher. Outside city and countries mixed were last ranged at 15@15½c. flat, and Chicago cities quoted around 16c., with some asking more.

Later.—The sales of packer calf at 22c. have been large. One packer sold about 25,000 Aprils, and other packers sold about 30,000, all at 22c. About 15,000 more packer kips, including March salting, sold at 15¾c.

HORSE HIDES.—Mixed carloads are ranged \$4.10@4.20, with local tanners reported to be paying \$4.25 and better for straight choice lots of cities.

SHEEPSKINS.—Packer shearlings range, as to quality, from 50@65c., with last trading at 55c., and the best stock held from 60@65c. Spring lambs continue nominal at 50@70c., while packer clips are listed from 20@30c. Such unsold lots of packer wool pelts as exist are reported wanted, with these ranged \$1.65 up to \$1.80, the outside price for heavy 12-lb. and up. The receipts of sheep at Chicago today were 8,000.

New York.

DRY HIDES.—No further sales are reported of common varieties, and there is nothing on hand to offer outside of 1,300 Orinocos and some fresh arrivals, including 2,800 Central Americans, etc., per the "Allianza" and 940 Puerto Cabellos, etc., per the S. S. "Caracas." The tone of the market continues as strong as ever. Some small offerings of Buenos Ayres are reported at 24½c., with no sales noted here but reported buying, and some parties talking up to 25c. on Buenos Ayres.

WET SALTED HIDES.—No advices have as yet been reported received on the result of the sale of Sansinena frigorifico hides. Advices from Antwerp dated May 3 state that 8,000 Liebig Fray Bentos saladero late April steers sold to a Continental European buyer at prices equivalent to 16½c. for 15@20 kilos, 16½c. for 20@25 kilos, and 17½c. for 25@40 kilos. Some dry Colombian hides also

sold in Antwerp at 152 frs. or equal to 25½c. In the New York market last arrivals of several hundred bundles of best coast Mexicans sold at 14c.

CITY PACKER HIDES.—No further trading is reported in native or branded steers, but more attention is being paid to spreadies again. One of the local packers has sold three to four cars of April and May spread native steers at 18½c., and another packer is asking 19c. for some April spreadies he has on hand. All the packers want 21c. for June to January.

Later.—It is reported that some negotiations in spreadies have been consummated, and that one local packer has sold about seven cars of June to January spread native steers at the advanced price of 20c.

COUNTRY HIDES.—No sales of consequence have been reported here lately, as buyers are not especially interested in all long-haired stock at present prices, and dealers as a rule are not inclined to offer partly short-haired hides ahead except at a considerable advance. One car of long-haired buffs was offered from a Pennsylvania point consisting of hides on hand at 13½c. selected, but was not taken, while for hides for June shipment that will run partly short-haired Pennsylvania, Ohio, March, etc., dealers are generally talking 14c. for buffs and 15c. for extremes. Car lots of New York State cows are firmly held now at 13c. flat. Some 25-lb. and up Southern are offered from a Maryland point at 13c. flat, and a lot of Georgia extremes, 25@45-lb., consisting of May receipts, are offered at 12¾c. flat, and another Georgia dealer is asking 13c. flat for some May receipt hides running 40 lbs. and up.

CALFSKINS.—Further advances have been secured on New York City skins, and the market is generally very strong. One car of New York cities has been sold at \$1.75, \$2.20 and \$2.57½, being the full asking prices, with the exception of a concession of 2½c. on the heavies. Another dealer is also reported to have sold a car or two of New York cities, and although the prices secured are not fully confirmed, it is believed that these brought \$1.75, \$2.17½ and \$2.60. These prices represent a further advance, as the best rates previously obtained were \$1.70, \$2.15 and \$2.55. Outside skins are also very strong, and Boston is cleaned up to June with nothing offered in that market. Some Baltimore skins were sold at \$2.10 for all weights between 5 and 12 lbs., and also the kips at \$3 for 12 lbs. and up. Good outside city skins are held strong at \$1.60@1.65, \$2.05@2.10 and \$2.35@2.40, with the outside figures now generally asked for choice stock. Countries are quoted at \$1.55@1.60, \$2@2.05 and \$2.30@2.35 for car lots, but a little lot sold at \$1.50, \$1.95 and \$2.25.

European.

Some further advices on the Berlin auctions state that middle and light weight calfskins advanced 3@4 per cent., and hides advanced 4@5 per cent. Some other cables state that heavy calfskins declined about 3 per cent. Over a car of good Bavarian spread steers sold here at 17½c. c. i. f. with 3 per cent. shrinkage. Some Paris city squares, being about 50 per cent. trim of the entire hide, are offered at 26½c. for steers and 26c. for cows.

Boston.

Bufs held at 13¾@14c., and extremes 14¾@15c. no sales. Southern range 12¼@13½c.

Schenk's Virginia Hams, Breakfast Bacon and Gold Leaf Lard HAVE NO EQUAL

F. SCHENK & SONS CO., Wheeling, W. Va.

Chicago Section

Yes, we understand meat is still high, or high still, whichever way you please.

Discharged and discredited employees are always at a premium at such times as these. This is their market day!

Swift & Company's sales of fresh beef in Chicago for the week ending May 11, 1912, averaged 11.01 cents per pound.

L. C. Chapman, district manager for the Armour Packing Company, at Santa Fe, N. M., has been transferred to Trinidad, Colo., in a like capacity.

Ever see it mentioned in the press when the price of meat went down? We didn't; at least not in headlines with one pound of printer's ink to the square foot.

Referring again to that B. S. degree that some if not all educational and other kinds of institutions confer, why not hold a special session and confer it on Nelson, M. C., Wisconsin?

A fire scare aroused the Armour Company office force on Tuesday last, when a blaze was discovered on the first floor of the general office building at Forty-third street and Packers avenue.

A good, husky fool killer seems to be needed around Chicago, Ill., and Washington, D. C., these days. However, come to think of it, they don't execute the batty ones, do they? Just lock 'em up out of harm's way.

The Ames Vaccine Company at Ames, Ia., will re-open at Ft. Dodge, under the management of Dr. Baughman, assistant State veterinarian, who thinks that indications point towards a hog cholera epidemic throughout the corn belt.

Rev. Mrs. Crane, of Kalamazoo, says that meat inspection is the only protection the people have against diseased meat. Now we are doubly thankful; first, that we do have our efficient meat inspection; and second, that the reverend madame does not do our cooking!

Also indirectly are the packers responsible for the development of the country. Mr. F. T. Miller, of Oklahoma City, quotes the fact that his new enterprise, a 280-acre stock farm near the stockyards, for which he paid \$40,000, is based primarily on the presence of the two large packing plants there.

Packinghouse Engineers

Consult us if you are contemplating the construction or remodeling of a packing-house or abattoir.

William R. Perrin & Company, Chicago, U.S.A.

DAVID I. DAVIS & CO.

PACKING HOUSE EXPERTS
Manhattan Building, CHICAGO, ILL.
Designers of Packing Plants
Cold Storage and Warehouses

G. M. BRILL. F. A. LINDBERG. H. C. GARDNER.

BRILL & GARDNER ENGINEERS

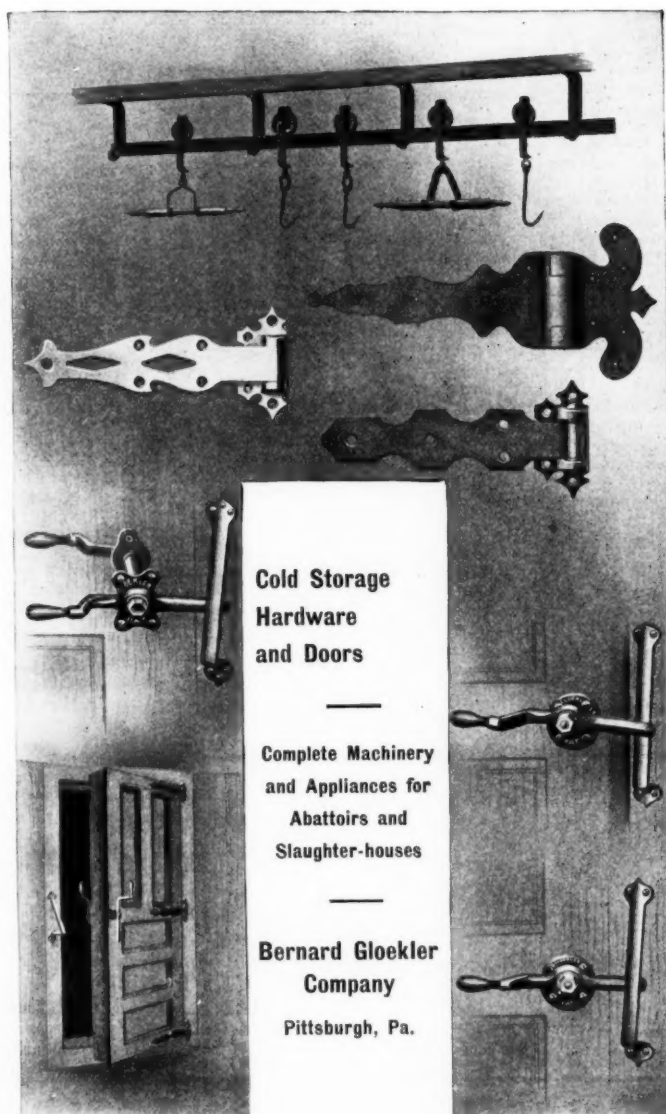
Mechanical, Electrical Architectural
Specialties: Packing Plants Cold Storage,
Manufacturing Plants, Power Installations,
Investigations.
1134 Marquette Bldg. CHICAGO

If Sioux Falls, S. D., wants to keep us in good humor, their newspapers should try to spell our names right. It was Messrs. Hopkins and Skipworth of the S. & S. Company's headquarters staff at Chicago who paid a visit to the local manager, N. P. Burt. While Hopkins was all right, as he always is, Skipbird is rather high flying and inferior to Skipworth.

If you are rich enough to invest a couple hundred thousands in cows, and if the pure American breed is not good enough for you, and you must get your herd from England or bovine-tuberculosis Europe, and if then you are a lady besides, thoughts aforethought and words afore considered will save you

much worry and trouble, and never mind the efficiency of the federal meat inspection; that is a thing of merit approved by the government whence that particular herd hailed from.

Carl F. Wellener, who supervised the erection of the S. & S. Company's Oklahoma City packing plant, and has been its manager since, has retired from his post. M. Conway, head beef man at the Chicago plant, is taking the place of Mr. Wellener. The boys are sorry to see this latter gentleman leave, as Mr. Wellener was highly esteemed by all, including the heads of the firm. It was he who originated the S. & S. Club at Chicago two years ago, of which the Messrs. Sulzberger are honorary members.



Cold Storage
Hardware
and Doors

Complete Machinery
and Appliances for
Abattoirs and
Slaughter-houses

Bernard Gloekler
Company

Pittsburgh, Pa.

Strongest, Purest, Best

You Want The Best

ANHYDROUS-AMMONIA



Publishers of
PURE PRODUCTS
A MONTHLY MAGAZINE
for the food and beverage industries

SCIENTIFIC STATION FOR PURE PRODUCTS

A CENTRAL STATION FOR
MANUFACTURERS OF FOODS AND BEVERAGES
ANALYSIS AND TEST OF FOOD AND BEVERAGE PRODUCTS A SPECIALTY
EXPERT TESTIMONY FURNISHED, ADVICE GIVEN ON LABELING ETC.
LARGE STAFF OF RESEARCH ANALYTICAL CONSULTING AND ENGINEERING CHEMISTS
COMPLETE DEPARTMENT FOR TESTING THE MATERIALS AND SUPPLIES OF CANNERS
PACKERS BREWERS BOTTLERS DISTILLERS WINE MANUFACTURERS ETC.

CHEMISTS' BUILDING,
50 EAST 41ST STREET

NEW YORK, Apr. 1st, 1912.

EVERY
OUNCE
ENERGIZES

It is economical and is so
pure it reduces machine
wear.

Our agents will prove all
we claim.

ORDER NOW

MORRIS & COMPANY

NEW YORK

35th St. and 11th Ave.

CHICAGO

U. S. Yards

Messrs. Morris & Co.,
New York, N.Y.

Gentlemen:

Date of analysis: Mar. 30, 1912.
Report #16493.

At the request of the NEW ENGLAND SELLING CO. we
have analyzed your ANHYDROUS AMMONIA, with the following results:

Non-condensable gases - - 0.1 cc. per gram
Evaporation residue (water) 0.0063% by weight
Oils - - - - - Absent
Pyridine bases and coal
tar products - - Absent

The results of the analysis show the ammonia to be
very pure, dry, free from oils, pyridine bases and coal tar pro-
ducts, and particularly free from non-basic gases. The amount
of these non-basic gases, 0.1 cc. per gram, is well below the
limits set by good authorities for the best commercial anhydrous
ammonia.

Our judgment is that your ammonia is well suited to
give excellent results in refrigeration practice.

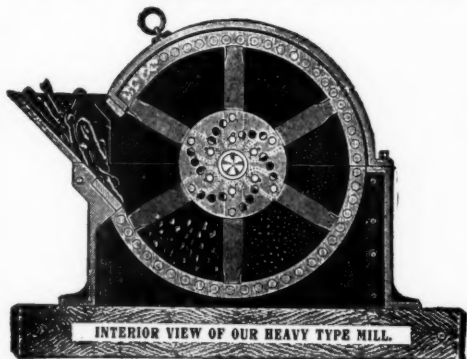
Very respectfully,

SCIENTIFIC STATION FOR PURE PRODUCTS,

Dr. Curdille Manager.

WHY SELL YOUR TANKAGE and BONE UNGROUND?

GET FULL VALUE FOR THESE PRODUCTS



INTERIOR VIEW OF OUR HEAVY TYPE MILL.

1,700 MACHINES NOW IN USE.

—A— WILLIAMS GRINDER

WILL TURN YOUR MATERIAL OUT AT ITS
HIGHEST VALUE

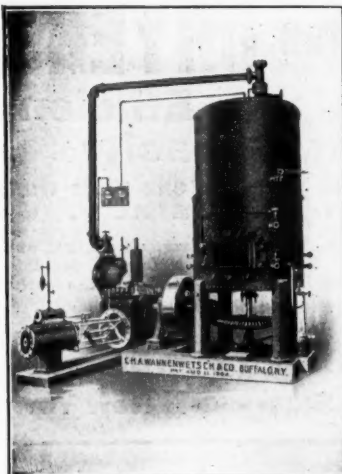
Also Grinds Shells, Cracklings, Etc., for Poultry Food

Manufactured and Licensed under 87 separate and distinct Patents

WRITE FOR BULLETIN No. 9

THE WILLIAMS PATENT CRUSHER & PULVERIZER CO.

WORKS: 2701 No. Broadway, ST. LOUIS, MO. GENERAL SALES OFFICE: Old Colony Bldg., CHICAGO
SAN FRANCISCO OFFICE: 347 Monadnock Bldg.



WON ITS REPUTATION ON MERIT
THE ORIGINAL AND WELL KNOWN

WANNENWETSCH SYSTEM

SANITARY RENDERING AND DRYING APPARATUS
MANUFACTURED BY

C. H. A. WANNENWETSCH & CO.

INVENTORS AND SOLE OWNERS

DESIGNING AND CONSULTING
ENGINEERS

BUFFALO, N. Y., U. S. A.
WRITE FOR PARTICULAR

CHICAGO LIVE STOCK

RECEIPTS.				
	Cattle.	Calves.	Hogs.	Sheep.
Monday, May 6.....	27,651	2,677	38,686	21,158
Tuesday, May 7.....	4,004	7,074	10,802	7,665
Wednesday, May 8.....	20,477	3,825	20,047	13,791
Thursday, May 9.....	2,042	2,801	16,161	7,476
Friday, May 10.....	600	500	14,083	3,243
Saturday, May 11.....	111	11	9,293	2,185
Total last week.....	56,049	16,984	109,074	55,518
Previous week.....	56,433	19,176	172,274	77,953
Cor. week, 1911.....	49,731	16,956	114,843	74,563
Cor. week, 1910.....	41,397	16,641	94,148	59,170

SHIPMENTS.				
	Cattle.	Calves.	Hogs.	Sheep.
Monday, May 6.....	5,497	10	7,187	257
Tuesday, May 7.....	2,335	31	3,665	1,028
Wednesday, May 8.....	4,504	35	4,574	1,076
Thursday, May 9.....	3,636	51	6,476	780
Friday, May 10.....	9,078	41	6,744	480
Saturday, May 11.....	118	...	3,967	...
Total last week.....	19,228	168	32,613	3,621
Previous week.....	20,067	202	40,417	14,399
Cor. week, 1911.....	20,316	241	31,664	16,891
Cor. week, 1910.....	14,337	248	21,878	2,329

CHICAGO TOTAL RECEIPTS LIVE STOCK.

	Cattle.	Hogs.	Sheep.
Year to May 11, 1912.....	993,987	3,097,153	1,831,194
Same period, 1911.....	998,888	2,757,591	1,526,589

Combined receipts of hogs at eleven points:	
Week ending May 11, 1912.....	397,000
Previous week.....	546,000
Year ago.....	445,000
Two years ago.....	357,000
Total year to date.....	10,167,000

Receipts at six points (Chicago, Kansas City, Omaha, St. Louis, St. Joseph, Sioux City) as follows:			
	Cattle.	Hogs.	Sheep.
Week to May 11, 1912.....	120,000	306,000	149,000
Week ago.....	125,900	441,600	173,400
Year ago.....	124,100	353,400	176,200
Two years ago.....	124,400	269,300	138,300

CHICAGO PACKERS' HOG SLAUGHTER.

Week ending May 11, 1912:	
Armour & Co.....	15,000
Swift & Co.....	15,500
S. & S. Co.....	11,000
Morris & Co.....	6,300
Anglo-American.....	3,800
Boyd-Lunham.....	4,100
Hammond.....	4,700
Western P. Co.....	6,100
Boore & Co.....	2,500
Roberts & Baker.....	2,500
Miller & Hart.....	2,700
Independent P. Co.....	4,600
Brennan P. Co.....	3,900
Others.....	5,500

Totals.....	85,700
1911.....	88,100
1910.....	73,800
Total year to date.....	2,385,300
Same period last year.....	2,149,700

WEEKLY AVERAGE PRICE OF LIVE STOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
This week.....	\$7.70	\$7.69	\$6.40	\$7.95
Previous week.....	7.95	7.69	7.10	9.35
Cor. week, 1911.....	6.00	6.06	4.40	5.50
Cor. week, 1910.....	7.55	9.58	6.85	8.60
Cor. week, 1909.....	6.50	7.28	6.40	8.30

CATTLE.	
Good to choice steers.....	\$8.00@9.25
Fair to good steers.....	6.50@8.00
Common to fair heifers.....	5.00@6.50
Inferior killers.....	4.00@5.00
Distillery steers.....	7.00@8.00
Fair to fancy yearlings.....	5.25@8.75
Good to choice cows.....	5.40@7.25
Canner bulls.....	2.50@3.50
Common to good calves.....	4.50@6.00
Good to choice vealers.....	7.00@7.75
Heavy calves.....	5.00@6.50
Feeding calves.....	4.50@6.25
Stockers.....	4.00@5.50
Common to choice feeders.....	5.00@7.00
Medium to good beef cows.....	3.50@4.00
Common to good cutters.....	3.00@3.75
Inferior to good canners.....	2.75@3.25
Fair to choice heifers.....	4.50@8.25
Butcher bulls.....	4.50@7.00
Bologna bulls.....	4.25@5.50

HOGS.

Prime heavy butchers, 240 to 300 lbs.....	\$7.72½@7.85
Choice butchers, 200 to 250 lbs.....	7.70 @7.80
Fair to good butchers.....	7.65 @7.75
Fair to choice heavy packing.....	7.55 @7.72½
Light mixed, 180 lbs. and up.....	7.50 @7.62½
Choice light, 170 to 200 lbs.....	7.55 @7.70
Pigs, 110 lbs. and under.....	5.00 @6.50
Boars, according to weight.....	2.50 @3.50
*Stags, 300 lbs. and over.....	7.75 @8.25

*All stags subject to 80 lbs. dockage.

SHEEP.

Native lambs.....	\$8.75@9.50
Fed lambs.....	9.00@9.75
Cull lambs.....	5.25@7.50
Native yearlings.....	7.00@8.00
Native ewes.....	5.25@7.00
Native wethers.....	6.25@7.75
Fed wethers.....	7.00@7.75
Fed ewes.....	6.00@7.00
Fed yearlings.....	7.00@8.00
Breeding ewes, more than loose.....	4.00@6.50
Colorado fed lambs.....	9.00@9.75
Clipped lambs.....	7.00@8.25
Clipped wethers.....	6.00@6.50
Clipped ewes.....	5.75@6.25

CHICAGO PROVISION MARKET

Range of Prices.

SATURDAY, MAY 13, 1912.				
	Open.	High.	Low.	Close.
PORK—(Per bbl.)—				
May.....	\$.....	\$.....	\$.....	\$18.90
July.....	19.12½	19.22½	19.10	19.17½
September.....	19.25	19.42½	19.25	19.32½
LARD—(Per 100 lbs.)—				
May.....	10.60	10.70	10.60	10.70
July.....	10.82½	10.90	10.80	10.90
September.....	10.92½	10.95	11.87½	10.95
RIBS—(Boxed, 25c. more than loose)—				
May.....	10.22½	10.25	10.22½	10.22½
July.....	10.25	10.32½	10.25	10.32½
September.....	10.45	10.47½	10.42½	10.47½

MONDAY, MAY 15, 1912.				
PORK—(Per bbl.)—				
May.....	19.10	19.40	19.10	19.17½
July.....	19.25	19.52½	19.25	19.47½
LARD—(Per 100 lbs.)—				
May.....	10.67½	10.80	10.65	10.77½
July.....	10.87	11.00	10.85	10.97½
September.....	10.95	11.05	10.95	11.05
RIBS—(Boxed, 25c. more than loose)—				
May.....	10.25	10.50	10.25	10.35
July.....	10.45	10.67½	10.42½	10.60
September.....	10.42½	10.67½	10.42½	10.60

TUESDAY, MAY 17, 1912.				
PORK—(Per bbl.)—				
May.....	19.37½	19.47½	19.35	19.47½
July.....	19.50	19.60	19.47½	19.60
LARD—(Per 100 lbs.)—				
May.....	10.82½	10.90	10.82½	10.92½
July.....	11.00	11.12½	11.00	11.12½
September.....	11.10	11.20	11.07½	11.20
RIBS—(Boxed, 25c. more than loose)—				
May.....	10.42½	10.55	10.45	10.52½
July.....	10.60	10.70	10.60	10.67½
September.....	10.60	10.70	10.60	10.67½

WEDNESDAY, MAY 18, 1912.				
PORK—(Per bbl.)—				
May.....	19.15	19.37½	19.15	19.37½
July.....	19.45	19.62½	19.42½	19.62½
September.....	19.55	19.62½	19.52½	19.62½
LARD—(Per 100 lbs.)—				
May.....	10.85	10.85	10.85	10.85
July.....	10.90	11.00	10.90	10.97½
September.....	11.10	11.20	11.10	11.15
October.....	11.20	11.22½	11.20	11.22½
RIBS—(Boxed, 25c. more than loose)—				
May.....	10.47½	10.60	10.47½	10.57½
July.....	10.52½	10.60	10.52½	10.57½
September.....	10.67½	10.75	10.65	10.72½

THURSDAY, MAY 19, 1912.				
PORK—(Per bbl.)—				
May.....	18.35	18.55	18.35	18.55
July.....	19.40	19.40	18.55	18.55
September.....	19.47½	19.60	18.72½	18.72½

LARD—(Per 100 lbs.)—

May.....	10.92½	10.92½	10.70	10.70
July.....	11.00	11.05	10.82½	10.82½
September.....	11.20	11.25	11.00	11.02½
October.....	.....	.....	.....	11.10

RIBS—(Boxed, 25c. more than loose)—

May.....	10.30	10.30	10.30	10.30
July.....	10.60	10.60	10.35	10.35
September.....	10.75	10.77½	10.50	10.50

FRIDAY, MAY 17, 1912.

PORK—(Per bbl.)—

May.....	18.40	18.40	18.40	18.40
July.....	18.55	18.55	18.30	18.30
September.....	18.70	18.90	18.50	18.90

LARD—(Per 100 lbs.)—

May.....	10.72½	10.72½	10.72½	10.72½
July.....	10.75	10.82½	10.67½	10.82½
September.....	10.97½	11.02½	10.90	11.00

RIBS—(Boxed, 25c. more than loose)—

May.....	10.35	10.35	10.35	10.35
July.....	10.30	10.40	10.25	10.40
September.....	10.45	10.60	10.42½	10.55

†Bid. ‡Asked.

CHICAGO RETAIL FRESH MEATS.

(Corrected weekly by Terry & Son, 41st and Halsted Streets.)

Native Rib Roast.....	20	@24
Native Sirloin Steaks.....	18	@18
Native Porterhouse Steaks.....	25	@35
Native Pot Roasts.....	14	@16
Beef Stew.....	16	@18
Rib Roasts from light cattle.....	16	@18
Beef Briskets, Native.....	12½	@14
Corned Rumps, Native.....	14	@14
Corned Ribs.....	10	@10
Corned Flanks.....	20	@22
Round Steaks.....	20	@22
Round Roasts.....	16	@20
Shoulder Steaks.....	14	@16
Shoulder Roasts.....	15	@18
Shoulder Neck End, Trimmed.....	12½	@14
Roll Roast.....	16	@16

Lamb.

Hind Quarters, fancy.....	22	@22
Fore Quarters, fancy.....	16	@16
Legs, fancy.....	22	@24
Chops, shoulder, per lb.....	12½	@16
Chops, rib and loin, per lb.....	16	@18
Chops, Frenched, each.....	25	@30

Mutton.

Legs.....	16	@16
Stew.....	10	@10
Shoulders.....	15	@15
Hind Quarters.....	16	@16
Fore Quarters.....	16	@16
Rib and Loin Chops.....	22	@22
Shoulder Chops.....	22	@22

Pork.

Pork Loins.....	16	@16
Pork Chops.....	18	@18
Pork Shoulders.....	14	@14
Pork Tenderloins.....	40	@40
Pork Butts.....	15	@15
Spare Ribs.....	12½	@12½
Hocks.....	11	@11
Pigs' Heads.....	9	@9
Leaf Lard.....	14	@14

Veal.

Hind Quarters.....	14	@16
Fore Quarters.....	12	@14
Legs.....	16	@20
Breasts.....	12½	@15
Shoulders.....	14	@14
Cutlets.....	25	@25
Rib and Loin Chops.....	16	@20

Butchers' Offal.

Suet.....	6	@6
Tallow.....	4½	@4½
Bones, per cwt.....	1.15	@1.15
Calfskins, 8 to 15 lbs.....	19	@19
Calfskins, under 8 lbs. (deacon's).....	65	@65
Kips.....	14	@14

AUTOMATIC IMPROVED

TANKAGE PRESSES AND DRYERS

Economical Efficient

Great Capacity

SAVING IN LABOR ALONE IN ONE YEAR WILL OFFSET COST TO INSTALL

For Tankage, Blood, Bone, Fertilizer, all Animal and Vegetable Matter. Installed in the largest packing-houses, fertilizer and fish reduction plants in the world.

Send for Catalogue T. B.

American Process Co.

68 William St., - - New York



CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.	
Good native steers	12 @ 12½
Native steers, medium	10½ @ 11½
Heifers, good	10½ @ 11
Cows	9½ @ 10½
Hind Quarters, choice	9½ @ 14½
Fore Quarters, choice	@ 10

Beef Cuts.	
Cow Chucks	8 @ 9½
Steer Chucks	10 @ 10½
Boneless Chucks	@ 8
Medium Plates	@ 7
Steer Plates	@ 7½
Cow Rounds	10½ @ 11
Steer Rounds	@ 12
Cow Loins	13 @ 12½
Steer Loins, Heavy	@ 22½
Beef Tenderloins, No. 1	@ 30
Beef Tenderloins, No. 2	@ 28
Strip Loins	@ 10
Sirloin Butts	@ 13
Shoulder Clods	@ 9½
Rolls	@ 12
Rump Butts	9½ @ 7
Trimnings	@ 5
Shank	@ 5
Cow Ribs, Common, Light	11 @ 12½
Cow Ribs, Heavy	12 @ 13
Steer Ribs, Light	@ 16
Steer Ribs, Heavy	@ 17
Loin Ends, steer, native	@ 15
Loin Ends, cow	@ 13
Hanging Tenderloins	@ 8
Flank Steak	@ 12
Hind Shanks	@ 4½

Beef Offal.	
Brains, each	@ 7
Hearts	6 @ 6½
Tongues	@ 14
Sweetbreads	@ 22
Ox Tail, per lb.	5 @ 6
Fresh Tripe, plain	@ 4
Fresh Tripe, H. C.	@ 5½
Brains	@ 7
Kidneys, each	5 @ 5½

Veal.	
Heavy Carcass Veal	10 @ 10½
Light Carcass	@ 10
Good Carcass	@ 12½
Good Saddle	@ 14½
Medium Racks	@ 10½
Good Racks	@ 11½

Veal Offal.	
Brains, each	@ 5
Sweetbreads	45 @ 55
Pickles	40 @ 45
Heads, each	15 @ 20

Lambs.	
Good Caul	@ 16
Round Dressed Lambs	@ 18
Saddles, Caul	@ 19½
R. D. Lamb Racks	@ 11½
Caul Lamb Racks	@ 8
R. D. Lamb Saddles	@ 20½
Lamb Fries, per pair	@ 10
Lamb Tongues, each	@ 4
Lamb Kidneys, each	@ 2

Mutton.	
Medium Sheep	@ 13
Good Sheep	@ 13½
Medium Saddles	@ 16
Good Saddles	@ 16½
Good Racks	@ 10½
Medium Racks	@ 10
Mutton Legs	@ 10½
Mutton Loins	@ 14
Mutton Stew	@ 8½
Sheep Tongues, each	@ 2½
Sheep Heads, each	@ 7

Fresh Pork, Etc.	
Dressed Hogs	11½ @ 12
Pork Loins	13 @ 13½
Leaf Lard	@ 10½
Tenderloins	@ 28
Spare Ribs	@ 7½
Butts	@ 12
Hocks	@ 7
Trimnings	@ 7
Extra Lean Trimnings	@ 8
Tails	@ 6
Snouts	@ 4
Pigs' Feet	@ 3½
Pigs' Heads	@ 5
Blade Bones	@ 7
Blade Meat	@ 8½
Cheek Meat	@ 9½
Hog livers, per lb.	@ 2½
Neck Bones	@ 2½
Skinned Shoulders	@ 10½
Pork Hearts	@ 5
Pork Kidneys, per lb.	@ 4
Pork Tongues	10 @ 10½
Slip Bones	@ 5
Tail Bones	6 @ 6½
Brains	@ 4
Backfat	@ 10
Hams	@ 14½
Calas	@ 10½
Bellies	@ 14
Shoulders	@ 10½

SAUSAGE.

Columbia Cloth Bologna	@ 9
Bologna, large, long, round, in casings	@ 9

Choice Bologna	@ 11
Viennas	@ 11
Frankfurters	@ 11
Blood, Liver and Headcheese	@ 9
Tongue	@ 12½
Mixed Sausage	@ 12½
Luncheon Sausage, cloth paraffine	@ 14½
New England Sausage	@ 14½
Compressed Luncheon Sausage	@ 14½
Special Compressed Ham	@ 14½
Berliner Sausage	@ 12½
Boneless Butts in casings	@ 20
Oxford Butts in casings	@ 19
Polish Sausage	@ 11
Garlic Sausage	@ 11
Country Smoked Sausage	@ 12½
Farin Sausage	@ 15
Pork Sausage, bulk or link	@ 9½
Pork Sausage, short link	@ 10
Boneless Pigs' Feet	@ 8½
Hams, Bologna	@ 13½

Summer Sausage.

Best Summer, H. C., Medium Dry	@ 23
German Salami, Medium Dry	@ 20½
Italian Salami	@ 25
Holsteiner	@ 15½
Mettwurst, New	@ 18
Farmer	@ 18½
Monarque Cervelat, H. C.	@ 21

Sausage in Oil.

Smoked Sausage, 1-50	\$5.00
Smoked Sausage, 2-20	\$4.50
Bologna, 1-50	\$4.50
Bologna, 2-20	\$4.00
Frankfurt, 1-50	\$5.00
Frankfurt, 2-20	\$4.50

VINEGAR PICKLED GOODS.

Pickled Pigs' Feet, in 200-lb. barrels	\$8.50
Pickled Plain Tripe, in 200-lb. barrels	\$6.50
Pickled H. C. Tripe, in 200-lb. barrels	\$7.75
Pickled Ox Lips, in 200-lb. barrels	\$12.50
Pickled Pigs' Snouts, in 200-lb. barrels	\$15.50
Lamb Tongues, Short Cut, barrels	\$4.50

CORNED, BOILED AND ROAST BEEF.

	Per doz.
1 lb., 2 doz. to case	\$1.90
2 lbs., 1 or 2 doz. to case	3.40
6 lbs., 1 doz. to case	12.50
14 lbs., ½ doz. to case	29.00

EXTRACT OF BEEF.

	Per doz.
2-oz. jars, 1 doz. in box	\$3.25
4-oz. jars, 1 doz. in box	6.25
8-oz. jars, ½ doz. in box	11.50
16-oz. jars, ¼ doz. in box	22.50
2, 5 and 10-lb. tins	\$1.50 per lb.

BARRELED BEEF AND PORK.

Extra Plate Beef, 200-lb. barrels	@ —
Plate Beef	@ —
Prime Mess Beef	@ —
Beef Hams (220 lbs. to bbl.)	@ —
Rump Butts	@ 12.50
Mess Pork, new	@ 20.00
Clear Fat Backs	@ 21.00
Family Back Pork	@ 22.50
Bean Pork	@ 17.25

LARD.

Pure leaf, kettle rendered, per lb., tes.	@ 13
Pure lard	@ 12
Lard, substitutes, tes.	@ 10
Lard, compound	@ 9½
Cooking oil, per gal., in barrels	@ 55
Barrels, ¼ c. over tierces; half barrels, ½ c. over tierces; tubs and pails, 10 to 80 lbs., ¼ to 1 c. over tierces.	

BUTTERINE.

1 to 6, natural color, solids, f. o. b. Chicago	15½ @ 10½
Cooks' and bakers' shortening, tubs	13 @ 14

DRY SALT MEATS.

(Boxed. Loose are ¼ c. less.)	
Clear Bellies, 14 @ 16 avg.	@ 12½
Clear Bellies, 18 @ 20 avg.	@ 12½
Rib Bellies, 12 @ 20 avg.	@ 12½
Fat Backs, 12 @ 14 avg.	@ 11
Regular Plates	@ 10½
Short Clears	@ —
Butts	@ 9½
Bacon meats, ¼ c. to 1 c. more.	

WHOLESALE SMOKED MEATS.

Hams, 12 lbs., avg.	@ 15
Hams, 16 lbs., avg.	@ 15
Skinned Hams	@ 16½
Calas, 4 @ 6 lbs., avg.	@ 10½
Calas, 6 @ 12 lbs., avg.	@ 10½
New York Shoulders, 8 @ 12 lbs., avg.	@ 12
Breakfast Bacon, fancy	@ 14½
Wide, 10 @ 12 avg., and strip, 5 @ 8 avg.	@ 14½
Wide, 6 @ 8 avg., and strip, 3 @ 4 avg.	@ 14½
Rib Bacon, wide, 8 @ 12, strip, 4 @ 6 avg.	@ 12
Dried Beef Sets	@ 18
Dried Beef Insides	@ 21
Dried Beef Knuckles	@ 19
Dried Beef Outsides	@ 17
Regular Rolled Hams	@ 21½
Smoked Rolled Hams	@ 23½
Bolled Calas	@ 15½
Cooked Loin Rolls	@ 23
Cooked Rolled Shoulder	@ 15½

SAUSAGE CASINGS.

F. O. B. CHICAGO.

Rounds, per set	@ 17
Export Rounds	@ 22
Middles, per set	@ 78
Beef bungs, per piece	@ 7½
Beef weasands	@ 7½
Beef bladders, medium	@ 28
Beef bladders, small, per doz.	@ 35
Hog casings, free of salt	@ 70
Hog middles, per set	@ 10
Hog bungs, export	@ —
Hog bungs, large mediums	@ 10
Hog bungs, prime	@ 7
Hog bungs, narrow	@ 5
Imported wide sheep casings	@ 90
Imported medium wide sheep casings	@ 70
Imported medium sheep casings	@ 60
Hog stomachs, per piece	@ 3½

FERTILIZERS.

Dried blood, per unit	2.40 @ 2.45
Hoof meal, per unit	2.35 @ 2.40
Concentrated tankage	2.15 @ 2.20
Ground tankage, 12%	@ 2.17½ and 10c.
Ground tankage, 11%	@ 2.17½ and 10c.
Ground tankage, 10%	@ 2.15 and 10c.
Crushed tankage, 9 and 20%	@ 2.10 and 10c.
Ground tankage, 6½ and 30%	@ 18.00
Ground raw bone, per ton	@ 28.00
Ground steam bone, per ton	22.00 @ 23.00
Unground tankage, per ton less than ground	@ 50c.

HORNS, HOOFS AND BONES.

Horns, No. 1, 65 @ 70 lbs., aver.	250.00 @ 300.00
Hooofs, black, per ton	27.50 @ 28.50
Hooofs, striped, per ton	33.00 @ 38.00
Hooofs, white, per ton	60.00 @ 65.00
Flat shin bones, 40 lbs. av., per ton	60.00 @ 65.00
Round shin bones, 35-40 lbs. av., per ton	63.00 @ 68.00
Crush shin bones, 50-52 lbs. av., per ton	75.00 @ 80.00
Long thigh bones, 90-95 lbs. av., per ton	@ 95.00
Skulls, jaws and knuckles, per ton	27.50 @ 28.50

LARD.

Prime steam, cash	@ 10.85
Prime steam, loose	@ 10.25
Leaf	@ 10.10½
Compound	9¼ @ 9½
Neutral lard	11¼ @ 12

STEARINES.

Prime oleo	14 @ 15
Oleo No. 2	13 @ 14
Mutton	13½ @ 14
Tallow	7½ @ 8½
Grease, yellow	6 @ 6½
Grease, A white	6½ @ 7

OILS.

Lard oil, extra, winter strained, tierces	.68 @ 70
Extra lard oil	.45 @ 66
Extra No. 1 lard oil	.58 @ 60
No. 1 lard oil	.53 @ 55
No. 2 lard oil	.48 @ 50
Oleo oil, extra	.13 @ 13½
Oleo oil, No. 2	12½ @ 12¾
Oleo stock	.12 @ 12½
Nutsofoot oil, pure, bbls.	.74 @ 74
Acidless tallow oil, bbls.	.60 @ 61
Corn oil, loose	@ 5.50
Horse oil	6¼ @ 7½

TALLOW.

Edible	8 @ 8½
Prime city	7¼ @ 7½
No. 1 Country	6½ @ 7
Packers' Prime	6½ @ 7
Packers' No. 1	6½ @ 6½
Packers' No. 2	5½ @ 5½
Renderers' No. 1	6 @ 6½

GREASES.

White, choice	6½ @ 7
White, "A"	6¼ @ 6½
White, "B"	5¾ @ 6
Bone	5½ @ 5½
Crackling	5½ @ 5½
House	5¼ @ 5½
Yellow	5¾ @ 5½
Brown	4¾ @ 5
Blue stock	5½ @ 6
Garbage grease	nom @ 4½
Glycerine, C. P.	@ 19½
Glycerine, dynamite	18 @ 18½
Glycerine, crude soap	12½ @ 12½
Glycerine, candle	@ 14½

COTTONSEED OILS.

P. S. Y., loose	54 @ 54½
P. S. Y., soap grade	52 @ 53
Soap stock, bbls., concentr.	62 @ 65½ f. b. 2½ @ 2½
Soap stock, loose, reg., 50% r. a. f.	1.20 @ 1.25

COOPERAGE.

Ash pork barrels	77 @ 85
Oak pork barrels	1.07 @ 1.10
Lard tierces	1.47 @ 1.50

CURING MATERIALS.

Refined saltpetre	4½ @ 4½
Boric acid, crystal to powdered	7 @ 7¼
Borax	3½ @ 4½
Sugar—	
White, clarified	@ 5½
Plantation, granulated	@ 5½
Yellow, clarified	@ 5½
Salt—	
Ashton, in bags, 224 lbs.	\$2.25
English packing, in bags, 224 lbs.	1.45
Michigan, granulated, car lots, per ton	3.25
Michigan, medium, car lots, per ton	8.75
Casing salt, bbls., 280 lbs., 2x @ 3x	1.40

LIVE STOCK MARKETS

CHICAGO

(Special Letter to The National Provisioner from the National Livestock Commission Co.)

Union Stock Yards, Chicago, May 15.

After a 10 days' period of heavy receipts and steadily declining markets it was only natural to expect very light receipts on the opening day this week, but the "pee-wee" run of 11,065 cattle was very much of a surprise, and the abnormally light supply was quickly cleaned up at an advance that ranged anywhere from 10@25c. per cwt., the least improvement being shown on the cheaper grades, while most advance took place on the best kinds, which, by the way, never have suffered any serious or perceptible loss. \$9.20 per cwt. was paid for a load of market-toppers averaging 1,481 lbs. A few fancy weighty beefs sold from \$8.85@9.15, with the bulk of the choice to prime steers, including long yearlings, selling from \$8.40@8.75; most of the good to choice 1,150@1,350-lb. steers from \$7.75@8.40, with medium to good 1,000@1,200-lb. cattle from \$7.25@7.75, and short-fed, light-weight killers went from \$6.50@7.25. Tuesday's run of cattle footed up 1,983 head, and the supply included but a very modest proportion of steers. Nothing real prime was on sale, but all the offerings were disposed of at prices that compared very favorably with Monday's best time. Today's (Wednesday) receipts of cattle are again light, being estimated at 15,000 head, and the market is excited and 10@15c. higher, which, together with Monday's upturn, makes 25@40c. advance this week. Two loads of prime 1,518-lb. steers sold at \$9.30, which is the highest thus far this season. Quite a sprinkling of prime cattle are selling from \$8.85@9.25, and the market on these grades is 25c. higher than the previous "high point," and while a few light cattle (those selling under 7½c.) are hardly back as high as they were a couple of weeks ago, yet the bulk of the steers selling from \$7.50@8.50 are commanding fully as good prices as they did before the break in the market.

Of course, in summing up the situation, it is proper to remember that the receipts for the first three days of this week will foot up around 28,000, as compared with 53,000 for the same period a week ago. The supplies have also been correspondingly light at the Western markets, which accounts for the prompt and decisive recovery in the trade, and while the sharp advance in the market is liable to "jar loose" a pretty fair run of cattle by the first or middle of next week.

Very moderate receipts of cattle this week have resulted in a decided recovery in the market, and everything in the way of "she stuff" classing above cutters shows 25@40c. per cwt. advance over the low time in the trade, while canners and cutters show 10@15c. per cwt. upturn, and the bull market is 25c. higher, while the calf trade is 50@75c. per cwt. above the low time in the trade a week ago.

The general rains at the close of last week brought out a liberal supply of 45,000 hogs on Monday, and the quality of the offerings were as good as we have seen it for a long time. Today's run of 35,000 indicates that the farmers have not been able to get in the fields, and really more hogs arrived than were expected. Notwithstanding these liberal supplies, there has been an undertone of strength, all the packers buying liberally. Today's market opened slow, Eastern demand slack, and early bids were a little below yesterday, but packers soon got busy, and a strong market on all kinds developed. We could sell the bulk of good to choice kinds \$7.80@7.90, with the extreme top \$7.95; light and mixed grades, \$7.60@7.75; pigs, \$6.25@7, according to weight and quality. Much depends on the supply, but we think good prices will prevail for some time, as all kinds of edibles are extremely high and pork products will be in demand.

Receipts of sheep and lambs today (Wednesday) estimated at 18,000. Our market is opening up nearly a quarter lower, and the trade is very bad, especially on heavy ewes and bucks, and anything with the wool on is laying here without bids. It looks like fairly good runs in sight yet for a few weeks, and with a good many Texas sheep still coming our trade will probably continue a little slow, especially on sheep, but we look for a fairly steady trade on choice lambs and good "springers." We quote Clipped—Good to choice wethers, \$6@6.25; fat ewes, \$5.50@5.85; poor to medium ewes, \$4.50@5.50; cull ewes, \$2.50@3.50; good to choice yearlings, \$6.50@7; good to choice lambs, \$8.25@8.75; medium to good lambs, \$7.25@8; poor to medium lambs, \$6@7; cull lambs, \$5@5.50; spring lambs, \$8@9.50; cull "springers," \$5@6.

ST. LOUIS

(Special Letter to The National Provisioner.)

National Stock Yards, Ill., May 15.

Cattle supply today, aggregating near 3,000 head, included the heaviest run of quarantines received for some time—44 carloads. In the native portion was a considerable number of good to choice steers selling at \$8@8.90, the latter price being the top for the year to date. General market conditions this week have shown quite an improvement over the depressed situation last week, and bulk of steers are now around a quarter higher than last Friday. Heifers today sold strong to 10c. higher than yesterday, while compared with the close of last week are 25@50c. higher. No prime heifers have been offered this week. Mixed yearling steers and heifers topped at \$8, and straight heifers in car lots topped at \$7.50. Top calves are on an \$8.25 basis, bulk of good to choice grades going at \$7.50@8. Quarantine cattle receipts for the three days total 74 car loads. Grassers are arriving in increasing numbers, most of the week's supply consisting of this class.

Hog arrivals today, numbering 11,800 head, was the largest day's supply of the week. Practically no change has occurred in market conditions since last Wednesday, fluctuation in prices being limited to a dime. Top today was \$7.92½, or 7½c. below the high close of last week. Shippers and butchers today paid \$7.75@7.92½ for practically all their supplies. Mixed hogs sold largely at \$7.60@7.75.

Receipts today were 2,900 head, making a total for the three days of about 11,500. Practically all present offerings are shorn natives, which require quite a little sorting to meet the demands of buyers. Lambs are showing up better in quality than are muttons, the best lot seen here in several days topping today at \$8.70. Muttons sold today at \$5@5.40; bucks at \$4; spring lambs at \$7@9.50.

KANSAS CITY

(Special Letter to The National Provisioner.)

Kansas City Stock Yards, May 14.

At no time in the last ten days has the run of cattle here been more than moderate, and the improved situation at Chicago yesterday removed a sympathetic weight from the trade here. Sales were steady to 10c. higher here yesterday, and the same advance rules today. Supply here about 7,500 head each day. Nine dollars was paid here today for prime steers, the first time that figure has been reached this year, or any other year at this season at this market. Some yearling steers and heifers brought \$8.25 here today, weighing 732 pounds, and others a little heavier brought \$8.35. Some long distance steers were here yesterday, from Baker City, Ore., which is 1,700 miles away. They were five-year-old steers, fed through the winter on oats and wheat in the sheaf and alfalfa. They weighed 1,281 lbs. after their long journey, and brought \$7.55. Two or three trains of good steers from south Texas are on the

road for Thursday's market here, having picked out this market as a high place to land. The limited supply now moving from native territory is thus able, with the assistance of these consignments from afar, to eke out a moderately respectable total cattle supply.

Hogs overran the estimate by 2,000 head today, the total reaching 16,000. Prices were strong to 5c. higher, top \$7.85, bulk of sales \$7.50@7.80, though light weights developed some weakness at the close. Rains Sunday in Kansas and Missouri postponed corn planting operations Monday, and permitted owners to haul hogs to town, is the way the swell in the run is accounted for here. The estimate here for tomorrow is 12,000 head, and dealers look for firm markets later this week.

The supply of sheep and lambs today aggregates 13,000 head here, the greater part of it muttons and goats from Texas. Prices held steady yesterday on these classes, but the situation is weak today, though some extra good Texas wethers, 102 lbs., brought \$5.75, a quarter more than anything brought yesterday. Middle class Texas muttons bring \$4.75@5.35; goats, \$3.25@3.90. Woolled lambs sold at \$9.75 today, and clipped stuff is worth up to \$9. Scarcity of hogs and cattle, and strength in those markets now, are helping the mutton market make a good showing.

Sales to local killers last week were as follows:

	Cattle.	Hogs.	Sheep.
Armour	3,133	7,016	4,940
Fowler	1,475	....	2,243
S. & S.	2,962	7,216	6,547
Swift	3,885	6,662	9,166
Cudahy	2,538	4,316	7,930
Morris & Co.	2,524	5,721	4,095
Butchers'	166	430	20

Total 16,683 31,361 34,941

OMAHA

(Special Letter to The National Provisioner.)

Union Stock Yards, So. Omaha, May 13.

There was a sharp reaction in fat cattle prices last week owing to the unseasonably liberal supplies at some points and the decreased consumption of meat due to the high prices. This week, with meager receipts, this decline has all been regained and the market is right back to the highest levels of the season. Some choice 1,450-pound beefs brought \$8.65 today, which is the highest figure ever paid on this market for a full load of cattle. Most of the fair to good 1,050 to 1,350-pound beefs are selling at a range of \$7.50@8.25. Cows and heifers are finding a free outlet, although values are in much the same notches as toward the latter part of last week. Poor to prime stock is moving at a range of \$2.75@7.75, the big bulk of the fair to good butcher and beef stock around \$5.50@6.50. Veal calves remain firm at \$4.25@7.75, and bulls, stags, etc., are quotably strong at \$4.40@6.75.

Hog receipts are keeping up well and show a substantial gain so far this month as compared with a year ago. Weights, too, show some improvement right along, the general quality of the offerings being very desirable as a rule. Prices do not show very much change from day to day, and the bulk of the hogs are selling in pretty much the same notches as last week, the heavy and butcher weights as usual selling at the top of the list, and the light and underweight loads at the bottom. Demand from all sources is vigorous, and the liberal offerings are moving freely at the prices. With 14,500 hogs here today the market was 5@10c. higher. Tops brought \$7.70, as against \$7.65 last Tuesday, and the bulk of the trading was at \$7.40@7.60, as against \$7.40@7.60 a week ago.

Lamb values have dropped sharply from recent lofty levels, but demand is still keen and supplies of all kinds rather limited. A few woolled lambs are coming, and they are quoted at \$8.50@9.50. Most of the stock has been shorn, however, and sales show about the following quotations: Shorn lambs \$7.75@8.75; yearlings, \$6.75@7.25; wethers, \$5.75@6.50, and ewes, \$5.25@6.50.

THE WEEK'S CLOSING MARKETS

FRIDAY'S GENERAL MARKETS.

Lard in New York.

New York, May 17.—Market quiet and easier. Western steam, \$11; Middle West, \$10.65@10.75; city steam, 10½¢ bid; refined, Continent, \$11.30; South American, \$12; Brazil, kegs, \$13; compound, 9@9½¢.

Marseilles Oils.

Marseilles, May 17.—Sesame oil, fabrique, 72 fr.; edible, 99 fr.; copra oil, fabrique, 87 fr.; edible, 104 fr.; peanut oil, fabrique, 65½ fr.; edible, 94 fr.

Liverpool Produce Market.

Liverpool, May 17.—(By Cable.)—Beef, extra India mess, 117s. 9d. Pork, prime mess, 92s. 9d.; shoulders, 44@48s.; hams, 59s. 6d. @ 64s. Bacon, Cumberland cut, 59s.; long clear, 57s.; bellies, 58s. Tallow, prime city, 32s.; choice, 34s. 6d. Turpentine, 36s. 6d. Rosin, common, 16s. 11½d. Lard, spot prime, 52s. American refined in pails, 55s.; 2 28-lb. blocks, 53s. 6d. Lard (Hamburg), 52½ marks. Cheese, Canadian finest white, new, 73s. Tallow, Australian (London), 30s. @ 35s.

FRIDAY'S CLOSINGS IN NEW YORK.

Provisions.

The market was very unsettled and irregularly lower on further speculative liquidation in the contract market.

Tallow.

The market was dull and easier in tone with the other fat markets.

Oleo Stearine.

The market is nominal at 14½@15c., with buyers holding for lower prices.

Cottonseed Oil.

The market was nervous and a little lower, with prices influenced by the irregularity and unsettled conditions prevailing in lard.

Market closed steady, with less pressure to sell. Sales, 16,200 bbls. Spot oil, \$7.05@7.20. Crude, Southeast, \$6@6.13. Valley, \$6.27 nom.; Texas, \$6.27 nom. Closing quotations on futures: May, \$7.09@7.12; June, \$7.09@7.16; July, \$7.16@7.18; August, \$7.23@7.24; September, \$7.27@7.29; October, \$7.22@7.24; November, \$7.72@7.76; December, \$7.63@7.65; good off oil, \$6.80@7.12; off oil, \$6.87@7; red off oil, \$6.76@6.90; winter oil, \$7.20@8; summer white, \$7.25@8.

FRIDAY'S LIVESTOCK MARKETS.

Chicago, May 17.—Hog market generally steady; bulk of prices, \$7.80@8; mixed and butchers', \$7.50@8; heavy, \$7.50@8.05. Yorkers, \$7.75@7.85; pigs, \$5.10@7.10; cattle market generally steady. Beeves, \$6@9.25; cows and heifers, \$3@8. Texas steers, \$5.90@7.75; stockers and feeders, \$4.30@7. Westerns, \$4.10@7.85. Sheep market strong to 10c. higher. Native, \$3.75@6.35; Western, \$5@8.65; yearlings, \$5.50@7.35; lambs, \$5.75@9.

St. Louis, May 17.—Hogs steady, at \$7.60 @ 8.
Kansas City, May 17.—Hogs slow, at \$6.55 @ 7.95.
Sioux City, May 17.—Hogs steady to strong, at \$7.60@7.70.
Cudahy, Wis., May 17.—Hogs steady, at \$7.35@8.05.
St. Joseph, May 17.—Hogs steady, at \$4.50 @ 7.95.

South Omaha, May 17.—Hogs steady, at \$7.45@7.80.

Indianapolis, May 17.—Hogs higher, at \$7.65@8.20.

Louisville, May 17.—Hogs 10c. higher, at \$7.40@7.85.

Cleveland, May 17.—Hogs strong at \$8.05.
Buffalo, May 17.—Market opened with 3,800 hogs on sale; market strong, at \$8.15@8.35.

SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending May 11, 1912:

CATTLE.

Chicago	36,924
Kansas City	16,683
Omaha	9,573
East St. Louis	7,976
St. Joseph	8,586
Cudahy	447
Sioux City	2,758
South St. Paul	5,128
New York and Jersey City	12,660
Fort Worth	9,789
Philadelphia	4,472
Pittsburgh	2,900
Denver	773

HOGS.

Chicago	75,633
Kansas City	31,361
Omaha	69,139
East St. Louis	27,185
St. Joseph	27,057
Cudahy	4,062
Sioux City	27,236
Ottumwa	3,743
Cedar Rapids	8,085
South St. Paul	18,327
New York and Jersey City	32,351
Fort Worth	4,898
Philadelphia	4,818
Pittsburgh	12,000
Denver	4,180

SHEEP.

Chicago	52,412
Kansas City	34,941
Omaha	11,762
East St. Louis	15,470
St. Joseph	9,230
Cudahy	56
Sioux City	249
South St. Paul	1,489
New York and Jersey City	32,431
Fort Worth	18,557
Philadelphia	11,337
Pittsburgh	11,000
Denver	1,137

NEW YORK LIVE STOCK

WEEKLY RECEIPTS TO MAY 13, 1912.

	Beeves.	Calves.	Sheep and lambs.	Hogs.
New York	2,794	7,321	81	14,696
Jersey City	3,229	5,941	15,557	14,048
Central Union	3,321	877	9,811	—
Lehigh Valley	3,740	500	3,960	—
Scattering	—	141	42	4,425
Totals	13,275	14,780	32,431	33,169
Totals last week	14,010	15,072	36,158	30,652

WEEKLY EXPORTS.

	Live cattle.	Live sheep.
J. Shamburg & Son, Minnehaha	280	—
Sulzberger & Sons Co., Minnehaha	298	—
Louis F. Miller, Bermudian	37	80
Total exports	615	80
Total exports last week	1,215	51

MEAT AND STOCK EXPORTS

WEEKLY REPORT TO MAY 13, 1912.

	Live cattle.	Live sheep.
Exports from:		
New York	615	80
Boston	444	—
Philadelphia	217	—
Exports to:		
London	578	—
Liverpool	444	—
Antwerp	217	—
Bermuda and West Indies	37	80
Totals to all ports	1,276	80
Totals to all ports last week	1,716	51

RECEIPTS AT CENTERS

SATURDAY, MAY 11, 1912.

	Cattle.	Hogs.	Sheep.
Chicago	200	9,295	2,000
Kansas City	100	2,703	—
Omaha	500	9,966	—
St. Louis	100	2,500	1,500
St. Joseph	100	5,000	—
Sioux City	100	5,000	200
St. Paul	300	1,100	100
Oklahoma City	200	—	—
Fort Worth	600	500	2,000
Peoria	—	500	—
Milwaukee	—	2,830	—
Indianapolis	200	2,500	—
Pittsburgh	—	1,500	1,500
Cincinnati	—	1,133	—
Cleveland	40	2,000	400
Buffalo	150	3,000	5,200
New York	1,739	2,740	1,967

MONDAY, MAY 13, 1912.

Chicago	11,500	44,617	18,000
Kansas City	7,000	7,003	13,000
Omaha	2,000	7,244	2,300
St. Louis	1,930	8,474	3,596
St. Joseph	1,100	6,800	2,600
Sioux City	2,000	5,000	—
St. Paul	1,400	3,200	400
Oklahoma City	700	800	—
Fort Worth	4,500	11,200	6,000
Peoria	—	2,000	—
Milwaukee	—	415	—
Indianapolis	500	1,000	—
Pittsburgh	2,200	11,000	7,000
Cincinnati	1,443	4,900	113
Cleveland	3,000	4,000	2,000
Buffalo	3,700	15,200	14,200
New York	4,006	7,746	7,564

TUESDAY, MAY 14, 1912.

Chicago	3,000	16,768	10,000
Kansas City	7,000	16,983	12,000
Omaha	2,800	13,068	5,800
St. Louis	3,000	10,000	4,500
St. Joseph	2,000	10,000	1,800
Sioux City	1,800	6,000	500
St. Paul	2,300	3,800	200
Oklahoma City	800	1,000	—
Fort Worth	2,500	800	2,000
Peoria	—	1,600	—
Milwaukee	—	1,124	—
Indianapolis	1,200	7,000	3,000
Pittsburgh	713	2,850	184
Cincinnati	500	4,000	2,400
Cleveland	40	2,400	5,400
Buffalo	600	2,523	1,500
New York	—	—	—

WEDNESDAY, MAY 15, 1912.

Chicago	15,000	32,232	2,000
Kansas City	4,400	11,417	8,000
Omaha	2,700	10,347	1,300
St. Louis	2,870	11,511	2,879
St. Joseph	2,000	7,500	1,200
Sioux City	1,500	7,500	500
St. Paul	1,500	3,200	300
Oklahoma City	300	2,000	7,000
Fort Worth	4,000	1,000	—
Peoria	—	5,693	—
Milwaukee	—	2,000	2,000
Indianapolis	2,000	8,000	—
Pittsburgh	—	2,000	—
Cincinnati	640	3,820	505
Cleveland	20	3,200	1,000
Buffalo	40	2,400	10,000
New York	2,720	6,590	5,513

THURSDAY, MAY 16, 1912.

Chicago	3,500	22,000	8,000
Kansas City	3,000	8,000	6,000
Omaha	1,700	11,500	1,600
St. Louis	1,800	8,700	1,000
St. Joseph	800	5,500	—
Sioux City	900	3,300	200
St. Paul	2,200	1,200	2,000
Fort Worth	—	1,000	—
Peoria	—	4,321	—
Milwaukee	—	5,000	—
Indianapolis	—	3,000	—
Pittsburgh	467	2,810	261
Cincinnati	—	2,800	10,400
Buffalo	1,202	2,786	4,568
New York	—	—	—

FRIDAY, MAY 17, 1912.

Chicago	1,500	15,000	5,000
Kansas City	1,500	3,000	1,500
Omaha	400	3,500	1,000
St. Louis	500	6,500	500
St. Joseph	400	3,000	800
Sioux City	500	6,500	200
Fort Worth	2,000	1,000	1,000
St. Paul	800	3,000	300

FOREIGN COMMERCIAL EXCHANGE.

New York, May 17.—Foreign commercial exchange rates were quoted today as follows:

London—		
Bankers' 60 days	4.8425@4.8435	
Demand sterling	4.8675@4.8680	
Paris—		
Commercial, 90 days	5.23½—1.16@5.23½	
Commercial, 60 days	5.22½—1.16@5.21½	—1.16
Commercial, sight	5.18½—1.16@5.18½	
Berlin—		
Commercial, 90 days	93 13-16 @ 93½	
Commercial, 60 days	94½ @ 94 5-16	
Commercial, sight	94 15-16 @ 95	
Antwerp—		
Commercial, 60 days	5.25½—1.16@5.25½	
Amsterdam—		
Commercial, 60 days	39% @ 39½+1.16	

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Retail Section

BUTCHER ON THE SITUATION.

At the annual banquet of the master butchers of Utica, N. Y., last week, John A. Becker, a Utica retailer, discussed the high cost of living as it affects the retailer and the price of meat. He stated that there never was a fairer and more just man than the retail butcher, and that conditions over which he had no control were responsible for high prices. Years ago the retailer was not obliged to put in an expensive equipment, and the people were content to come to his market and take their purchases home with them. Today improved methods of refrigeration, show cases, costly methods of lighting, etc., contribute to increase his expenses, and it must all come out of the consumer, as it would be hardly fair to the butcher to make him deduct these expenses from his already slender profits.

"Recent legislation," he said, "has placed an added burden upon the retailer. Cold storage products must be plainly marked by the retailer in spite of the fact that hotels are allowed to serve cold storage food without identifying it as such. Cereals have always been used in the manufacture of certain meat products and are perfectly harmless. Now products containing cereals must be plainly marked, although most butcher shops are provided with signs telling the consumer that cereals are used.

"An eminent authority has vindicated the use of 'bob' veal. I say that any calf two weeks old and properly fed is a better grade of veal than one four weeks old. If we were allowed to sell those two weeks old, there would be more killed and consequently more to sell. Many foreigners know what the meat is and would be glad to buy it as such. I should like to see a central point of inspection where all meat could be passed upon, and thus the butcher would have no fear of an inspector walking into his shop and condemning his stock.

"Although many of these things are obviously unjust, we always urge the butchers to live up to the last letter of the law and then, if they so desire, work for its repeal."

THE WAY TO FIGURE PROFITS.

By E. St. Elmo Lewis.

(Concluded from last week.)

Briefly, could it be argued with success that because \$320 was 32 per cent. of \$1,000, it therefore was 32 per cent. of \$680? But it is just there that our retailer fell down!

He has been guilty of two fallacies in his methods. In the first place, he has based the percentage of profit and cost of doing business on his volume of business, but applied these percentages to his cost price when it came to making new prices; and in the second place, he is not trying to make any money on the amount of capital paid out for rent, clerk hire, advertising, etc.

It is just as real capital that pays the clerk to hand out the merchandise, as is the capital which it takes to pay the wholesaler for the merchandise, and a man should make money

on both, because both are part of the service which his capital procures for the purchasing public.

How should he have protected himself in the matter? Let us figure it out a moment.

Our dealer has found that his cost of doing business is 22 per cent. He wants a profit of 10 per cent.

We assume that 100 per cent. is what he gets for the article. Therefore, we deduct the 32 per cent. from the 100 per cent. to find out what per cent. of the total price, the cost price is, because the cost price will be that portion of the 100 per cent. which is left after deducting the percentage required to pay the cost of doing business and the profit. We find, therefore, 68 per cent. of any selling price, where the cost of doing business is 22 per cent. and the profit desired 10 per cent., represents what any article costs. Suppose the article cost \$1. We divide 68 into \$1.00, after adding two ciphers, and get \$1.47 plus as a result.

Let's prove it. If a man sells the article for \$1.47, and is allowing 22 per cent. for cost of doing business, he gets 32 cents plus for expenses. If he has figured on 10 per cent. of his business as profit, he finds that he gets 14 7-10 cents, or 15 cents, profit. Deduct your 32 cents cost of doing business from your \$1.47, and you have \$1.15. Deduct 15 cents profit, and you have the \$1 left.

So we have proven that it works.

And we propose to prove that this is the better way to handle the figuring of profit for a good many reasons.

Suppose a man wants to do it the "good old arithmetic way." What does he have to do? He has found out that 22 per cent. of the total amount of business that he has done represents the cost of doing business. He figures that if he makes 10 per cent. on the amount of business he is doing, he would be making a fair return on the amount of his capital invested. He understands that he is getting his percentages on the amount of his business, but he wants to figure his profits on his cost price.

All right. We find by referring to the "percentages of profit tables," which I will be very glad to send to anybody interested, that, in order to make 22 per cent. of the selling price to cover your cost of doing business and to make a profit, you will have to add 47 per cent. to your cost price. (You see our \$1.47 comes in on an article that costs \$1.)

In short, it doesn't make any difference whether you figure on cost or selling price as a basis, provided you understand that 10 per cent. profit of your gross business will not produce the profit when you use it as a profit to add to any given cost price.

A very simple illustration will suffice. Suppose your selling price on an article is \$1. You know it costs you altogether 90 cents to get it into the hands of the customer. You say, that's 10 per cent. profit. But suppose another bill of goods comes in and you say to the clerk "Mark it up 10 per cent." You mark it up 10 per cent., and it gives you 99 cents, doesn't it? It doesn't give you \$1, does it?

But if you kept in front of you the fact that 10 per cent. of your selling price meant 11.11 per cent. of your cost price, then when that bill of goods came in, you would mark it up 11.11 per cent. of the cost price, and the price would be 99 99/100 cents, which you would make \$1.

After all, therefore, it comes down to the question of the policy of figuring profits on selling or cost price. We know, what I believe all our readers will admit, that we can get very sadly tangled up sometimes. I know from a pretty wide investigation that many a

(Concluded on page 43.)

LOCAL AND PERSONAL.

C. E. Phillips is about to open a meat market in the O'Keefe building at Alliance, Neb.

The Model Meat Market, of the Strong Company, at Norfolk, Neb., has been closed.

Richard Kruester has succeeded to the meat business of Kruester & Schwiager at Grand Island, Neb.

Fred Seaman has disposed of his butcher shop at Pawnee Rock, Kan.

J. B. Ripley has purchased from Smith Leonard the People's Market on East High street at Baldwin, Kan.

Samuel Bullock has sold out his butcher shop at Wilsey, Kan., to William Richardson.

The East Side Meat Market at Coffeyville, Kan., owned by Huggins & Son, has been closed.

T. M. Durham and C. H. Teel have opened a new meat market on Cherokee street, Marble City, Okla.

S. T. Moore, of Fulton, Mo., has purchased the Van Orman stock of meats, etc., at Sapulpa, Okla.

G. A. Baker, of Guymon, Okla., has purchased the Mullinix meat market at Hooker, Okla.

G. A. Clark has disposed of his interest in the meat business of Clark & Jones at Hennessey, Okla.

Clint George has purchased the north side meat market at Mound Valley, Kan., of Frank Gay.

Kelly & Cline have disposed of their City Meat Market at Preston, Kan., to Henry Goss.

Charles Lembke & Sons have opened another meat market at Byron, Okla.

Bert Draper has purchased the meat business of B. F. Tanner at Inola, Okla.

Walter Vincent has purchased the Dewey Avenue Fish Market at Bartlesville, Okla.

J. H. Roe has disposed of his meat business at Sault Ste. Marie, Mich., to J. B. Frank.

Otto Fulleman and Mike Wittmer have purchased the meat market at Tekoa, Wash.

The Idaho Meat Company, of which L. M. Parker is president, has succeeded the Idaho Meat Market at Bonners Ferry, Idaho.

Crowe & Gregory are putting in a lot of new fixtures in the City Meat Market at Palouse, Wash.

William Arnold has engaged in the meat business at Winslow, Neb.

D. Bangs has purchased the City Meat Market at Emerson, Neb.

J. Reiff has purchased the Layton meat market at University Place, Neb.

T. Hossick has purchased the meat market at Lexington, Neb.

P. C. Courtright has opened a meat market in the Newcomb building at Corning, Pa.

Johnson Bros. have let the contract for the erection of a new meat market at Bremen, N. D.

The meat market of Wm. Dockendorf at Watertown, S. D., has been destroyed by fire.

Adolph Heinrich is about to erect a meat market at Andrew, Ia.

A. Goodrich has begun the erection of a butcher shop at Tuttle, N. D.

G. W. Cleveland has closed his meat market at Waterville, N. Y.

Torrence & Iehl have opened a meat market at Kenwood, Ia.

John De Vries has bought out Palmer Brothers' meat market at Grundy Center, Ia.

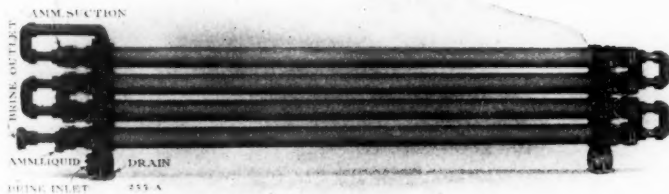
John and Frank Landgraf have taken over the meat market at Canby, Minn.

Thomas G. McAloon bought out the Union Meat Market at 108 South Main street, Stillwater, Minn.

Ahles & Hengel opened a branch meat market at Hewitt, Minn.

(Continued on page 43.)

Frick Triple Pipe Brine Cooler



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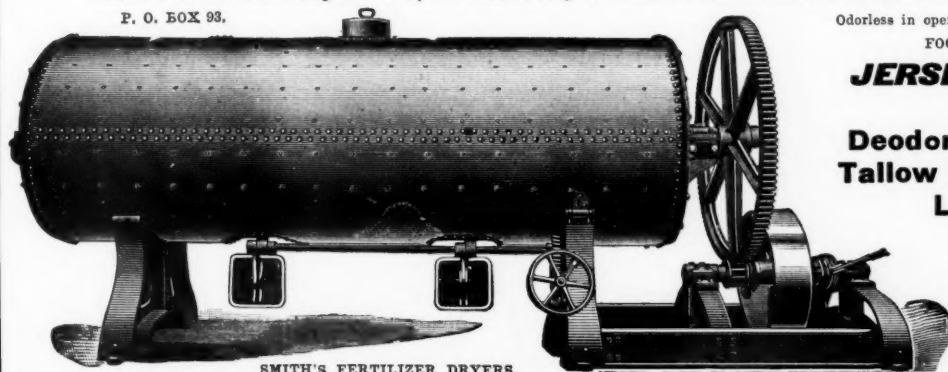
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Mixed Cars a Specialty

New York Section

Swift & Company's sales of fresh beef in New York City for the week ending May 11, 1912, averaged 11.17 cents per pound.

Judge Hough has appointed Charles Broas receiver for Aaron Tanklefsky, butcher, at 1394 Boston road, the Bronx, with authority to continue the business ten days.

Charles Krupp, of Broadway, Elmhurst, has sold his meat market to Max Schipper, of Brooklyn. Mr. Krupp will engage in the wholesale meat business at Jamaica.

Morris D. Solinger, of the United Dressed Beef Company, returned to business this week after a ten days' illness, and was given a warm welcome.

C. M. McDonald, manager of the beef department of Swift & Company's East Side plant, sails today for a vacation trip abroad. It is reported that he will again investigate livestock conditions in Paris.

Reese Evans succeeds Charles A. Eldridge, who has retired, as manager of the Swift house in Long Branch. Mr. Evans goes there from Newark, where he has been manager of Swift's Harrison plant.

Joaquin Gill, a journeyman butcher, 26 years old, who had boarded with the family of John Mandel at 181 Spencer street, Brooklyn, was found dead early last Friday morning in his bedroom, having committed suicide by hanging.

A runaway horse attached to the butcher's wagon of A. P. Bourquoy of No. 457 Seventh avenue caused a panic among shoppers in West 34th street last Saturday afternoon. Several people were hurt in the scramble to get out of the way of the animal.

Colonel Bill Skinner, of Chicago and Denver, famous as the man who made the International Livestock Exposition a success, was in New York this week on a mission connected with the National Dairy Show, which he is to run at Chicago. He hopes to make it as big a winner as the livestock exhibition.

The meeting called last week in Jersey City by a former strike agitator to form a butcher's co-operative packing enterprise was attended by six butchers and five newspaper reporters. The promoter did not succeed in disposing of any stock in his enterprise, but adjourned the meeting to await a more favorable opportunity.

The employees and officials at the East Side plant of Swift & Company have formed the Swift & Company East Side Athletic Association, with the following officers: President, W. H. Noyes; vice-president, C. M. McDonald; secretary and treasurer, G. M. Troutman; chairman executive committee, T. J. Graham; manager, Edward Fetterly; captain, C. B. Brown.

The Department of Health of the City of New York reports the number of pounds of meat, fish, poultry, and game seized and destroyed in the city of New York during the week ending May 11, 1912, as follows: Meat.—Manhattan, 7,137 lbs.; Brooklyn, 19,540 lbs.; total, 26,677 lbs. Fish.—Manhattan, 67,894 lbs.; Brooklyn, 105 lbs.; total, 67,999 lbs. Poultry and game.—Manhattan, 2,547 lbs.

Baseball is the topic of chief interest among employees of New York meat concerns just now. The Swift employees have formed a league and will battle for the silver cup won last year by the East Side plant team. There

are four teams, representing the East Side, New York branch houses, Jersey City plant and Harrison plant. Today the Harrison and New York teams meet, and the East Side team plays the Jersey City team at Monitor Park, West New York. The East Side team defeated a team from the S. & S. Company's plant last Saturday at the same park by a score of 9 to 7.

The bologna manufacturing interests of New York City have organized under the name of the Master Sausage Makers' Association, and have elected the following officers: President, Adolph Habich; vice-president, L. Abendschein; treasurer, Chas. Schloerb; secretary, Wm. Finger; recording secretary, Emil Ernst; sergeant-at-arms, H. Stutz. The members of the trade are much stirred up over recent regulations adopted by the New York City Board of Health governing sausage manufacture, and they are considering taking steps to protest against the enforcement of these regulations, many of which would operate to put them out of business, they claim.

Some people may have wondered how it is that the office of the district attorney of Kings County, which used to get so much newspaper notoriety, is now getting so little. Instead of making a lot of noise about what it is going to do, it is now saying nothing but sawing wood, as the record of work accomplished shows. This change of policy may be accounted for by the fact that the office is in charge of Lewis E. Birdseye, formerly head of the S. & S. credit department, who had his training in the packing-house business, where they talk little but think a whole lot. As chief clerk in charge of the Brooklyn district attorney's office Mr. Birdseye is probably carrying out the ideas inculcated by his early training.

J. Montgomery Smart, well known in New York in connection with cold storage and ocean transportation enterprises, was one of the victims of the Titanic disaster. His attorneys are now searching for his two children, George and Annie Smart, who are his heirs. Since the death of his wife, several years ago, he had placed his two children in the care of a Mrs. Cook, friend of the late Mrs. Smart. The two heirs, who are aged eighteen and twenty respectively, were being educated in France, Belgium and Germany, moving from one country to another in order to get a perfect knowledge of the native languages. When lost on board the Titanic Mr. Smart had all his private papers with him, together with the address of his children, and as the papers went down with him, the attorneys do not know whether they are in France or Belgium.

MASTER BUTCHERS' OFFICERS.

The East Side Branch, Master Butchers of America, at its last meeting, elected the following officers for the ensuing year: President, Louis Buchsbaum; first vice-president, Benjamin Stern; second vice-president, Emil Half; treasurer, M. Heins; recording secretary, Jesse Simon; financial secretary, Nat Rosenau; sergeant-at-arms, Chas. Sternfels; trustees, Jacob Schmidt, Geo. Thomson; delegates to Board of Governors, Chas. Sternfels. George Thomson retires as president of this branch, and Charles Young declined re-election to the office of corresponding secretary, which he held for many years, because of press of business in connection with the Retail Butchers' Fat Rendering Company, of which he is secretary.

In Brooklyn two branches, the Brooklyn and Eastern District organizations, held a joint installation last week, putting in the following officers for the ensuing year:

Brooklyn Branch—President, Wm. Schneider; first vice-president, Jacob Wyler, second vice-president, Joseph Lehner; treasurer, Fred J. Staehle; recording secretary, Wm. C. Helling; financial secretary, E. C. Klesper; sergeant-at-arms, Chris. Steen; trustees, Jas. G. Adams and Phil. Lehman.

Eastern District Branch—President, L. A. Schaefer; vice-president, Fred Strassle; treasurer, Fred Rath; financial secretary, A. Strassle; recording secretary, O. Edw. Jahrsdorfer; sergeant-at-arms, John Adelman; trustees, Chris. Grozinger, Remig Jahrsdorfer and John Kessler.

BUTCHERS' CALFSKIN MEETING.

The annual meeting of the stockholders of the New York Butchers' Calfskin Association was held at Terrace Garden on Thursday evening May 16, and in spite of the weather there was a very large attendance. The stockholders in this association are always eager to attend these meetings, because of the good news they generally hear there. This year was no exception, in spite of the fact that calfskins are selling at the highest prices on record, and that calfskin merchants are in anything but an enviable position as regards profits.

With No. 1 calfskins bringing 26 cents in New York, it has been supposed that there was no money in the business for anybody. The report of the secretary, Herman Schlosser, was therefore a sensation. It showed not only that the usual 6 per cent. dividend on the capital stock of the company had been declared, but it also announced a premium of 15 cents of No. 1 skins.

Therefore every butcher who is a member of the association has not only been able to get record prices for his skins, but the association also pays him a premium of 15 cents on every No. 1 skin which he has turned in during the past year. The association paid and credited to butchers on 138,534 No. 1 skins during the year, though but 130,247 of these skins were accepted by buyers as No. 1 on cellar selection.

The report is highly creditable to the officers of the association and to Fred. Dietz, the veteran calfskin authority who is the manager of the business. The 15-cent premium declared at this time is larger than that for a number of years past, with the single exception of last year, when a 20-cent premium was announced. Previous premiums were as follows: 1905, 15 cents; 1906, 10 cents; 1907, 10 cents; 1908, 12 cents; 1909, 10 cents; 1910, 12 cents; 1911, 20 cents.

The stock report showed stock on hand May 1, 1911, 1,309 skins; stock received during the year, 166,357 skins; stock on hand May 1, 1912, 2,386 skins. Value of skins on hand, \$2,824.35. Cost price paid for skins during year, \$313,832.32. Sales for the year, \$354,365.45.

The annual election of directors resulted in the selection of the following: George Thomson, Herman Schlosser, George H. Shaffer, H. Heinemann, E. F. O'Neill, L. Oppenheimer and Isidor Blank. George Thomson is president and Herman Schlosser secretary of the association.

HEARN West Fourteenth St., New York.

NO MEATS BUT EVERYTHING GROCERIES IN LIQUORS DRY GOODS.

BUTCHERS' FAT RENDERING COMPANY.

The annual stockholders' meeting of the Retail Butchers' Fat Rendering Company was held on Tuesday evening at Terrace Garden, President E. F. O'Neill presiding. There was a large attendance of stockholders and they were enthusiastic over the reports made by Secretary Young on the business done by the company and the prospects for the coming year. These reports showed the company to be on a good, sound business basis. The meeting adopted an amendment to the by-laws changing the annual meeting from May to January. The present members of the board of directors were re-elected, as follows: E. F. O'Neill, Jacob Bloch, George H. Shaffer, Charles Young, Louis Goldschmidt, Frederick Wehnes, F. J. Staehle, Christian Schuck, H. Kirschbaum, Henry Himstedt and Charles Krupp.

THE WAY TO FIGURE PROFITS.

(Concluded from page 40.)

retailer is today figuring in the dark with a result that is unfortunate, because he does not keep the percentages of profit from his cost prices.

We know that it makes a very great deal of difference how you look at a thing. It is important that the average man should consider every part of his business carefully.

This is the day of scientific management. This is the day when we are trying to consider things from a practical standpoint. The advantages of figuring your percentage of profit on the selling price and not on the cost, are obvious, if we will consider them open-mindedly and dispassionately, and leave the good old arithmetic—for it is a "good old one"—and while being profoundly reverent of the ancient problems yet know how they work in our every-day lives.

Thus, because a problem is stated in one way doesn't mean that it can't be stated in another, and the last be a better way of stating it. The following reasons for handling profits on a basis of selling price are paraphrased from Thomas A. Fernley's book "The Right Way to Figure Profits," which I shall be very glad to send to anyone who will read it:

1. *The remuneration of salesmen, for instance, is figured on a percentage of the selling price, and is not figured on the cost price. Therefore, the selling price plan works in harmony with that.*

2. *The percentage of expense of doing business is based on the selling price. If you talk and think of your percentage of profit on cost and your percentage of expense on selling*

price, nine cases out of ten you will lose money before you get yourself untangled.

3. *Because the mercantile and other taxes are invariably based on the percentage of gross sales. Therefore, it is important if you are figuring in your mercantile and other taxes in your expenses, to figure them in the same way in which you are figuring your anticipated profits and making your selling prices.*

4. *Because the sales totals are always given in books of record. Cost totals are seldom, if ever, shown.*

5. *Because a profit must be provided for two items of capital. On the capital invested in merchandise and on the capital necessary for operating expenses and other expenses not properly chargeable to merchandise account. This is only possible by figuring a profit on the selling price.*

6. *Because it indicates correctly the amount of gross or net profit when the amount of sales is stated. If you are figuring your percentage of profits through the selling price, a statement of gross sales for the day, or month, or year would be a pretty accurate indication of what you should expect in the way of profit. The percentage of profit on sales is indicative of result of a year's business—percentage of profit on cost is not.*

7. *Because allowances in percentage to customers for cash discounts and otherwise are always from the selling price. Therefore, you can figure more accurately in taking your cash discounts into consideration if all your percentages are based in the same way.*

8. *Because no profit is made until the sale is actually effected.*

9. *Because by harmonizing your entire plan of figuring your percentages relative to profits in business, etc., with the entire plan on which your merchandising is harmoniously developing, you will not consider your selling price, percentage of profit and expense, etc., entirely different from anything else.*

In closing I would like to call attention to a little thing that was written by one of the great merchants of this country, a man who, by the way, has probably been brought in contact with as many different retailers as any other man in business—Mr. W. D. Simmons, of the great Simmons Hardware Company of St. Louis.

Mr. Simmons recently wrote an article for the Hardware Reporter. In this article he called attention to the one great difficulty with the retail business, that retailers' accounting did not account; that in some of the fundamental methods of figuring they were incorrect; that in too many cases their books of account did not show their expenses or their gross profits for comparative purposes, and if the testimony of the great firms of public accountants was concentrated in one expression, it would be to the effect that more business goes wrong by poor accounting methods than poor salesmanship or buying methods.

For this reason this little problem is an important one, and should not be entangled with personalities or the cheap blackguardism of those who would rather be witty than right.

I have endeavored to untangle this subject in a way that appeals to the experts to whom I have submitted the problem, for the good of the cause of right thinking and efficient accounting in retailing in which I am so vitally interested.

LOCAL AND PERSONAL.

(Concluded from page 40.)

F. Mohler is erecting a new meat market at Bettsville, O., to replace the one burned. Wm. Dewire has closed his meat market at Medway, Mass.

O. Hartman has purchased the meat market of J. Shonacker at Norwalk, O.

H. B. Seely has purchased J. W. Dicker's meat business at Goshen, N. Y.

F. H. Moe has purchased the Fulton Meat Market at Clinton, Okla.

A meat market is to be opened at Greenwich, N. Y., by Jos. Lyttle.

A. W. Sanborn has opened a meat department in the store of Gleason & Scribner at Bridgton, Me.

Chas. Broas has been appointed receiver for A. Tanklesky, a butcher at 1394 Boston road, New York City.

H. D. Call, meat and provision dealer at Taunton, Mass., has filed a voluntary petition in bankruptcy with \$5,476 liabilities and assets at \$1,000.

Spengler & Stump will engage in the meat business at Reading, Pa.

Frank Day has retired from the meat business of F. Day & Son at Schenectady, N. Y.

The Master Butchers' Association of Fort Wayne, Ind., elected the following officers at a recent meeting: L. J. Bender, president; Henry Reinewald, vice-president; William C. Myers, secretary; Theodore Smenner, R. G. Weller and D. Brandt, trustees.

Wm. McQuade will engage in the meat business at Sciper Center, N. Y.

The International Provision Company, Reading, Pa., has been adjudged an involuntary bankrupt.

Geo. A. Long will open a meat market at Herber, Cal.

The meat market of G. B. Slagle & Son at Churnbusco, Ind., has been damaged by fire.

H. S. Aucoin has sold his meat market at Spencer, Mass., to P. Kasky.

Henry Roth's meat market at Yonkers, N. Y., has been damaged by fire.

G. R. Roth has purchased the meat business of G. Gay at Spring Valley, N. Y.

Oscar Crone has discontinued his meat market at Trevorton, Pa.

A petition in bankruptcy has been filed against the meat firm of S. Buhler & Company at 947 Third avenue and 1086 Park avenue, New York City. The liabilities are \$2,000 and assets \$1,000.

The meat market of Wm. Dorais at Marquette, Mich., has been damaged by fire.

Fire caused \$1,500 damage to the meat market of the Standard Beef Company at Boston, Mass.

H. B. Seely has purchased the meat market of J. W. Decker at Goshen, N. Y.

E. F. Davis sold out his meat market at Anoka, Minn., to Turie Dahlgren.

Jos. Huntstiger & Company opened a meat market at St. Cloud, Minn.

Gus Swanson sold out his meat market at Ironwood, Mich., to Chas. Healy.

The City Meat Market has been opened at Big Timber, Mont., by Hans Gerwitz.

John Harter bought the interest of his partner in the Harter & Carney Company at Belle Fourche, S. D.

J-M INSULATING MATERIALS

J-M Pure Cork Sheets J-M Mineral Wool
J-M Impregnated Cork Boards J-M Granulated
J-M Rock Wool Insulating Cork
Blocks J-M Hair Felt
J-M Waterproofed Indurated Fibre Boards, Etc.

Write us as to your requirements.

H. W. JOHNS-MANVILLE CO.
NEW YORK AND EVERY LARGE CITY

NEW YORK MARKET PRICES

LIVE CATTLE.

Good to choice native steers	\$7.60@8.75
Poor to fair native steers	6.00@7.50
Oxen and stags	4.50@7.25
Bulls and dry cows	2.50@7.00
Good to choice native steers one year ago	5.80@6.50

LIVE CALVES.

Live veal calves, common to prime, per 100 lbs.	7.00@ 9.25
Live veal calves, culls, per 100 lbs.	5.00@ 7.50
Live calves, mixed	6.50@ 7.50
Live calves, Western	—@—

LIVE SHEEP AND LAMBS.

Live lambs, unshorn, common to fair	@ 9.50
Live lambs, clipped, per 100 lbs.	7.00@ 8.00
Live lambs, culls	@ 7.50
Live sheep, unshorn, common to fair, per 100 lbs.	5.75@ 6.25
Live sheep, culls, per 100 lbs.	@ 2.50
Live sheep, clipped, medium, per 100 lbs.	@ 5.30

LIVE HOGS.

Hogs, heavy	@ 8.50
Hogs, medium	@ 8.55
Hogs, 140 lbs.	@ 8.60
Pigs	8.15@ 8.20
Rough	7.50@ 7.55

DRESSED BEEF.

CITY DRESSED.

Choice native heavy	13 @ 13½
Choice native light	12½ @ 13
Native, common to fair	11½ @ 12½

WESTERN DRESSED BEEF.

Choice native heavy	12½ @ 13
Choice native light	12½ @ 12½
Native, common to fair	@ 11½
Choice Western, heavy	12½ @ 12½
Choice Western, light	11½ @ 11½
Common to fair Texas	10½ @ 11
Good to choice heifers	10½ @ 11½
Common to fair heifers	9½ @ 10
Choice cows	@ 10
Common to fair cows	@ 9½
Common to fair oxen and stags	@ 9½
Fleshy Bologna bulls	9 @ 9½

BEEF CUTS.

	Western.	City.
No. 1 ribs	@ 17	17 @ 18
No. 2 ribs	@ 15	@ 16
No. 3 ribs	@ 13	14 @ 14½
No. 1 loins	@ 17	18½ @ 19½
No. 2 loins	@ 16	18 @ 18½
No. 3 loins	@ 14	@ 17
No. 1 hinds and ribs	—@—	15½ @ 16
No. 2 hinds and ribs	—@—	15 @ 15½
No. 3 hinds and ribs	—@—	14 @ 14½
No. 1 rounds	@ 13	12½ @ 13
No. 2 rounds	@ 12	@ 12
No. 3 rounds	@ 11	@ 11½
No. 1 chucks	@ 10	10½ @ 11
No. 2 chucks	@ 9½	10 @ 11
No. 3 chucks	@ 9	9 @ 10

DRESSED CALVES.

Veals, city dressed, prime, per lb.	@ 15
Veals, good to choice, per lb.	@ 14
Western calves, choice	@ 13
Western calves, fair to good	@ 12
Western calves, common	@ 12

DRESSED HOGS.

Hogs, heavy	@ 10½
Hogs, 180 lbs.	10½ @ 10½
Hogs, 160 lbs.	10½ @ 10½
Hogs, 140 lbs.	10½ @ 10½
Pigs	10½ @ 10½

DRESSED SHEEP AND LAMBS.

Spring lambs, choice, per lb.	@ 20
Lambs, good	@ 18
Sheep, choice	@ 13½
Sheep, medium to good	@ 12½
Sheep, culls	@ 9½

PROVISIONS.

(Jobbing Trade.)

Smoked hams, 10 lbs. avg.	@ 15
Smoked hams, 12 to 14 lbs. avg.	@ 14½
Smoked hams, 14 to 16 lbs. avg.	@ 14
Smoked picnic, light	@ 11
Smoked picnic, heavy	@ 10½
Smoked shoulders	@ 10½
Smoked bacon, boneless	@ 16

Smoked bacon (rib in)	@ 15
Dried beef sets	@ 18
Smoked beef tongue, per lb.	@ 23½
Pickled bellies, heavy	@ 12½

FRESH PORK CUTS.

Fresh pork loins, city	14½ @ 15½
Fresh pork loins, Western	14 @ 15
Fresh pork tenderloins	@ 27
Frozen pork tenderloins	@ 24
Shoulders, city	@ 11½
Shoulders, Western	@ 11
Butts, regular	@ 13½
Butts, boneless	@ 15
Fresh hams, city	@ 15½
Fresh hams, Western	@ 15
Fresh picnic hams	@ 10½

BONES, HOOFS AND HORNS.

Round shin bones, avg. 50@65 lbs. cut.	70.00 @ 80.00
Flat shin bones, avg. 40@50 lbs. cut, per 100 bones, per 2,000 lbs.	60.00 @ 65.00
Hooft, black, per ton	30.00 @ 35.00
Thigh bones, avg. 90@95 lbs. cut, per 100 bones, per 2,000 lbs.	90.00 @ 95.00
Horns, 7½ oz. and over, steers, first quality, per ton	@ 270.00

BUTCHERS' SUNDRIES.

Fresh steer tongues	100 @ 125c. a piece
Fresh cow tongues	60 @ 75c. a piece
Calves' heads, scalded	@ 45c. a piece
Sweetbreads, veal	35 @ 80c. a pair
Sweetbreads, beef	18 @ 25c. a pound
Calves' livers	@ 20c. a pound
Beef kidneys	7 @ 12c. a piece
Mutton kidneys	1½ @ 3c. a piece
Livers, beef	7 @ 8c. a pound
Oxtails	7 @ 8c. a piece
Hearts, beef	12 @ 18c. a piece
Rolls, beef	10 @ 12c. a pound
Tenderloin beef, Western	15 @ 25c. a pound
Lambs' fries	8 @ 5½c. a pair
Extra lean pork trimmings	@ 12c. a pound
Blade meat	@ 11c. a pound

BUTCHERS' FAT.

Ordinary shop fat	@ 2½
Suet, fresh and heavy	@ 6
Shop bones, per cwt.	20 @ 25

SAUSAGE CASINGS.

Sheep, imp., wide, per bundle	@ 90
Sheep, imp., medium, per bundle	@ 70
Sheep, imp., per bundle	@ 60
Sheep, domestic, wide, per bundle	@ 70
Sheep, domestic, medium, per bundle	@ 50
Sheep, domestic, narrow med., per bundle	@ 25
Hog, American, free of salt, tes. or bbls., per lb., f. o. s. New York	@ 70
Hog, extra narrow selected, per lb.	@ 70
Hog, in kegs, 1 cent over bbls. or tes.	—@—
Beef rounds, domestic, per set, f. o. b. Chicago	@ 17
Beef rounds, export, per set, f. o. b. New York	@ 22
Beef bungs, piece, f. o. b. New York	@ 18
Beef middles, per set, f. o. b. New York	@ 82
Beef middles, per set, f. o. b. Chicago	@ 78
Beef weasands, per 1,000, No. 1s.	@ 8
Beef weasands, per 1,000, No. 2s.	@ 4½

SPICES.

	Whole.	Ground.
Pepper, Sing., white	17½	19½
Pepper, Sing., black	12½	14½
Pepper, Penang, white	10½	18½
Pepper, red Zanzibar	17	20
Allspice	8	11
Cinnamon	16	20
Coriander	5½	7½
Cloves	17	20
Ginger	11	13
Mace	70	75

SALTPETRE.

Crude	4¼ @ 4¼
Refined—Granulated	@ 5¼
Crystals	5½ @ 6½
Powdered	5½ @ 6

GREEN CALFSKINS

No. 1 skins	@ .26
No. 2 skins	@ .24
No. 3 skins	@ .14
Branded skins	@ .18
Ticky skins	@ .18
No. 1 B. M. skins	@ .23
No. 2 B. M. skins	@ .21
No. 1, 12½-14	@ 2.70
No. 2, 12½-14	@ 2.45
No. 1 B. M., 12½-14	@ 2.45
No. 2 B. M., 12½-14	@ 2.20
No. 1 kips, 14-18	@ 2.90
No. 2 kips, 14-18	@ 2.65
No. 1 B. M. kips	@ 2.65
No. 2 B. M. kips	@ 2.40
No. 1, heavy kips, 18 and over	@ 3.50
No. 2, heavy kips, 18 and over	@ 3.35
Branded kips	@ 2.20
Heavy branded kips	@ 2.55
Ticky kips	@ 2.20
Heavy ticky kips	@ 2.55

DRESSED POULTRY.

FROZEN.

Turkeys—	
Young hens, No. 1	21 @ 22
Young toms, No. 1	21 @ 22
Old hens and toms	19 @ 20

FRESH KILLED.

Fowl—Dry packed—	
Western boxes, 48 to 55 lbs. to doz., dry-picked, fancy	16 @ 16½
Western boxes, 40 lbs. and under to doz., dry-picked	14½ @ 15
Fowl—Iced—	
Northern and Cen. Western, 4-4½ lbs. avg.	@ 15½
Southern and So. Western, avg. best	@ 15
Other Poultry—	
Old Cocks, per lb.	12½ @ 13
Squabs, prime, white, 10 lbs. to doz., per doz.	@ 4.25

LIVE POULTRY.

Fowls, via freight	@ 16
Old roosters and stags, per lb.	@ 10
Turkeys, hens and toms, mixed	@ 12
Ducks, per lb.	@ 12
Geese, per lb., Western	@ 9
Guineas, per pair	@ 60
Pigeons, per pair	@ 30

BUTTER.

Creamery, Extras	30½ @ 31
Creamery, Firsts	29 @ 30
Process, Special Marks	27½ @ 28
Process, Extras	26½ @ 27

EGGS.

Fresh gathered, extras	22 @ 22½
Fresh gathered, storage pkd., extra firsts	@ 21½
Fresh gathered, storage pkd., firsts	20½ @ 21
Fresh gathered, extra firsts, reg. pkg.	20 @ 21
Fresh gathered, firsts, regular packing	19 @ 19½
Fresh gathered, seconds	17½ @ 18½
Fresh gathered, dirties, No. 1	17 @ 17½
Fresh gathered, checks, good to fine	15 @ 15½
Duck eggs, Baltimore, per dozen	25 @ 26
Duck eggs, far Southern, per dozen	18 @ 21

FERTILIZER MARKETS.

BASIS, NEW YORK DELIVERY.

Bone meal, steamed, per ton	20.00 @ 20.50
Bone meal, raw, per ton	26.50 @ 27.50
Hoof meal, per unit, Chicago	2.50 @ 2.55
Dried blood, West, high grade, fine, f. o. b. Chicago	2.40 @ 2.50
Nitrate of soda—spot	2.40 @ 2.45
Bone black, discard, sugar house del. New York	20.00 @ 21.00
Dried tankage, N. Y., 13@15 per cent. ammonia	2.65 and 10c.
Tankage, 11 and 15 p. c. f. o. b. Chicago	2.25 and 10c.
Garbage tankage, f. o. b. New York	@ 9.00
Fish scrap, dried, 11 p. c. ammonia and 15 p. c. bone phosphate, delivered, New York (nominal)	3.10 and 10c.
Foreign fish guano, testing 13@14% ammonia and about 10% B. Phos. Lime, c. i. f. Charleston and New York	3.15 and 10c.
Wet, acidulated, 7 p. c. ammonia per ton, f. o. b. factory, nominal	2.40 and 35c.
Sulphate ammonia gas, for shipment, per 100 lbs., guar., 25%	3.25 @ 3.35
Sulphate ammonia gas, per 100 lbs., spot, guar., 25%	3.25 @ 3.35
So. Carolina phosphate rock, ground, per 2,000 lbs., f. o. b. Charleston	6.50 @ 7.70
So. Carolina phosphate rock, undried, f. o. b. Ashley River, per 2,240 lbs.	3.50 @ 3.75
The same, dried	3.75 @ 4.00

